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VOL. 15, No. 6



THE ROTARIAN

The MAGAZINE of SERVICE

715 AMM ARBOR MICH
BISHOP WM W ST

The Christmas Outlook For Rotarians

What does the Christmas season mean to Rotarians? Most of us are business men, and to the business world this is a time of great activity, a time for the making of money. As members of Rotary, however, we should ask not merely what it means to us, but what to the "other fellow." The interests of a Rotarian should extend to every class and kind of man. The spokes of our wheel point in every direction. They point out the way for our thoughts and sympathy. The all 'round man is letting his heart and his interest go out toward all things that are good and toward all his fellow men. The philosopher of old put this truth into a form easy to remember, when he said "Nothing human is alien to me." He whose birth we commemorate on Christmas day came as the man whose thought, heart, and life embraced all races and classes of men in their outreach; who planned for all, thought for all, loved all, lived for all, and died for all. Not only do the spokes of our wheel point us toward all, but the rim in its turn touches all in turn. Think of that outer rim. The time is too solemn for merely attending to our own business or rejoicing with our own families and with our own friends. If we are to be true Rotarians we must look at present to the outer circumference of our wheel of life, even to those beyond the actual touch of its usual round.

CHICAGO, U.S.A.



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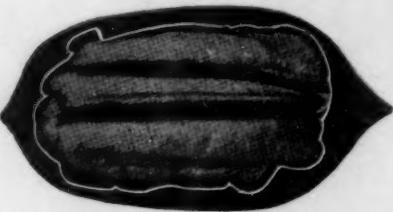
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Place your order now so as to insure delivery in time. All prices F. O. B. Albany, Georgia.

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Southern Edible Products Co. S. K. SIMON, Sales Mgr., Albany, Ga.

We are using this space through the courtesy of our old friend, Bill O'Laden of the Trans-Continental Freight Company. Bill is temporarily located at the top of the inside back cover of this magazine.



THE ROTARIAN

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International Association of Rotary Clubs

Is an organization of the Rotary clubs in nearly 600 of the principal cities of the United States, Canada, Great Britain and Ireland, Cuba, Porto Rico, Panama, Hawaii, Philippines, Uruguay, Argentina and China, with headquarters at 910 South Michigan Avenue, Chicago, Illinois, U. S. A. The name is sometimes abbreviated to I. A. of R. C.

Objects of the I. A. of R. C.

First: To encourage, promote and supervise the organization of Rotary Clubs in all commercial centers throughout the world.

Second: To co-ordinate, standardize and generally direct the work and activities, other than local activities, of all affiliated Rotary Clubs.

Third: To encourage and foster, thru its own activities and thru the medium of affiliating Rotary Clubs:

- (a) High ethical standards in business and professions.
- (b) The ideal of *service* as the basis of all worthy enterprise.
- (c) The active interest of every Rotarian in the civic, commercial, social and moral welfare of his community.
- (d) The development of a broad acquaintanceship as an opportunity for service as well as an aid to success.
- (e) The interchange of ideas and of business methods as a means of increasing the efficiency and usefulness of Rotarians.
- (f) The recognition of the worthiness of all legitimate occupations and the dignifying of the occupation of each Rotarian as affording him an opportunity to serve society.

Fourth: To create, adopt and preserve an emblem, badge, or other insignia of International Rotary for the exclusive use and benefit of all Rotarians.



Excerpts from Audit Bureau of Circulations

Auditor's Report

Name of Publication, THE ROTARIAN.
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A complete analysis, including all essential facts pertaining to the above circulation, is embodied in the detailed Audit Report issued by the Audit Bureau of Circulations. Copies may be had on application to the office of the above publication.

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51,000 Copies of this Issue were printed



Kresge Building

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Detroit, Michigan

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25c and 50c Stores**

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They are located throughout the North Central and New England States, north of the Mason and Dixon line and east of Colorado and Wyoming.

9,000 employes make up the personnel of the force.

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Merchandise is purchased direct from every part of the world.

The buyers are located in these General Offices.

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*Six in these
Executive
Offices
are members
of and
believe
in
Rotary*

Published Monthly by the
Board of Directors of the
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of Rotary Clubs composed of
Albert S. Adams President
John Poole Immediate Past Pres.
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Estes Snedecor 2nd Vice President
James F. Finlay 3rd Vice Pres.

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Meeting The Unexpected

By John N. Willys

WE are all of us salesmen of one sort or another. No matter where we cast our lot, sooner or later that big word "Salesmanship" will loom up and must be reckoned with. Whether we are selling the products of a manufacturing establishment or selling our services, the net result must be the same. We must, by the impressions we make, convey the idea of ability and earnestness of purpose.

Naturally I am looking at the idea of salesmanship from the broadest viewpoint. While in the last nine years the problems of marketing a product which has mounted from an original output of 465 automobiles in 1908, to a total production of 140,000 in 1917 have changed considerably, yet basically they are the same. And I believe that my hardest problems came at the very outset when I least expected them.

I pickt up a book on business organization the other day and was particularly struck by a quotation. In speaking about launching a new enterprise this author said:

"In the organization of a business be methodical in everything you do. A right beginning is most important. Plan according to the capital you intend to invest."

This is all very well and I do not want to discredit anything the writer claims but it struck me very forcibly because it was so utterly different from my experience. But I am getting ahead of my story.

A Dark Outlook

Never were the scenes better set for the arrival of an unsuspecting victim, than one December day during the dark period of 1907. At that time I had formed a selling agency, contracted for the entire output of the Overland plant then located at Indianapolis, and had book orders for 500 cars. For some time I had been unable to get any word from the factory. I had made a deposit to show my good faith and I was naturally quite interested. So I decided to get on the first train and find out what the factory was doing and at the same time show them my orders. When I arrived, about the first thing the manager greeted me with was:

"We are going into the hands of a receiver tomorrow."

"But you can't do that," I parried. "Who will fill my orders?"

They told me that they were \$350 short,



John N. Willys

checks to that amount having been written for the pay roll and there were no funds in the bank to cover them. There was no chance to plan anything. That factory simply must not fail and we had to get that \$350 somehow. The interview took place in the old Grand Hotel. All the banks were closed and were not paying out any money, everything being handled on the scrip basis in those never-to-be-forgotten days. When I presented my check to the hotel clerk and told him that I wanted \$350 before next morning he very affably wisht me every success.

"But I must have it," I assured him. "And you have got to get it for me."

"I hope you get it," he commented, "but I haven't seen that much money for a year."

Evidently this chap thought I was joking, when I was never more serious in my life. Here then was a chance to "sell" him something; to impress him with the gravity of the situation. This I was finally able to do and to secure his cooperation to the extent that he collected every cent in cash he could during the day and cash no checks for anyone. The proprietor, too, having been informed of the necessity, entered into the spirit and gathered up every stray penny

from the restaurant, bar and barber-shop. It was an odd assortment we finally succeeded in gathering together. With this collection of dimes, quarters, halves and bills we hurried over to the bank the first thing in the morning, and succeeded in saving the company's good name and credit, temporarily at least.

Then came another problem in salesmanship, in a sense: That of keeping the creditors of the company from descending in a body and demanding settlement, by showing them our sincerity and ability to weather the storm. Further than this we must have financial aid temporarily. The banks were still skeptical and would not advance us any credit. But finally, we found a friend who believed in us and promptly came to the rescue.

Our creditors were clamoring for settlement and presented claims amounting to \$80,000. The company had not \$80 with which to meet them. But finally, I convinced them that the best solution of our difficulties lay in securing their forbearance until we could stand on our own feet. Some of our creditors were disinclined to listen to our terms at first and we were forced to use our utmost powers of persuasion to succeed in getting them to believe in our sincerity of purpose and building up their faith in the future of the automobile industry. They had to be "sold" on ourselves and the industry and it took more eloquence than I had ever before used on any sale to put it over.

Playing Fair a Winning Policy

Finally we found that it only took \$3,500 cash to handle our \$80,000 of indebtedness and to begin with a fairly even start. Four large companies were making parts for our cars at the time. I got the heads of these companies together and explained to them that they might as well let us have the material they had manufactured for us. I was thoroly satisfied that the industry was destined to become one of the largest in the country and succeeded in winning their confidence to the point where they were willing to help us by accepting three months notes for additional supplies. Further than this, we formed an offensive and defensive alliance with our four largest creditors. They were to act as a reference in case of any firms who wanted information about our company's credit.

We were then firmly intrenched and went to

work on larger production basis. The banks were soon won over to the new organization and were very kindly disposed. Let me say right here that it is always good policy to play fair with your banker.

These experiences are set forth to show some of the forms of salesmanship which come with the early stages of any business enterprise, getting a reputation for integrity of product and purpose.

And now for our present methods.

Broadly speaking our sales policy is divided into two classes. General promotion work, having for its object the building up "good will;" and intensive methods, dealing directly with the prospective purchaser.

Our promotion work consists in familiarizing the public with our product and methods so far as is practical. We realize that we cannot bring every purchaser to our plant and show him its size and capacity. Still, we must, in a measure impress him with it. We do this thru national advertising in various forms. We reach practically every man, woman and child in the United States and Canada thru some publication or other form of display.

Building the Sales

We realize that a certain amount of this work creates a demand for any make of machine. We must therefore follow it up and build intensively for sales. The great cumulative effect of this advertising is that our sales are made more quickly than tho we had not done this pioneer work. No time is lost in acquainting the buyer with our product. He already knows about it if he reads a daily paper, or subscribes to any publication of wide circulation. Then, back of a sale, must be the real value of our product. For a customer favorably impressed becomes an automatic buyer. Many of these drive our machines year after year. In this way we get thousands of repeat sales which are our especial pride.

We must therefore not only make a good product mechanically but tell people about it—impress them with these facts.

In the other end of our business, which comes directly in contact with the local public, the dealer and distributor end, we expend great effort. We realize that the local impression we make is largely up to our representative. His standing in the community is therefore vitally important.

Our job is first to pick the best man we can get and then impress him with the organization back of him. He must feel that he is building up a permanent business with a permanent, dependable staff behind him and not too far behind him either to actively cooperate with his every move.

A Consecutive Campaign

This dealer must link up his name with our general publicity campaign and make his influence felt in his town. We recommend that he do this by advertising in the local papers and, to make his advertising uniform, we prepare copy for his use. We also supply him with outdoor advertising posters and direct-by-mail circulars.

We make him feel that the appearance of his show room has a bearing on sales and suggest attractive window trimmings to him. A house organ keeps him actively in touch with affairs at the factory, reenforced by direct correspondence.

We have instituted a correspondence course for every branch manager, distributor, dealer,

salesman, shop foreman and mechanic. This is a part of our policy that every man must know the goods. He must be made to feel that he is selling a highly specialized mechanical product and must know all of its working parts and the why and wherefore of each and every one.

There are of course many pointers we are able to give our men which apply equally well in all classes of sales. I stopt off at a salesroom the other day and was examining several models when a man approacht me smoking a vile smelling cigar and blowing a cloud of smoke which soon had us both completely enveloped in a smoke screen. He started right in to tell me the price first and gave a fine demonstration as to how not to sell an automobile. This is the fellow we are after and we must train our men against making mistakes of this kind.

The Land of the Paper Dollar

I have come from the land of All-out-doors,

Where nature her richest of treasures stores;

Where the Basco follows the woolly backs,

And the hopeful miner his outfit packs; Where the sage-hen hovers her pale green eggs,

And "Collateral" walks with four stout legs;

Where alfalfa shames the Emerald Isle, And the real estate man is full of guile; Where the eastern mountains are called foot hills,

And the water users all pay their bills— To the land of the paper dollar.

I have come to the hub of this big land, The melting-pot for all manner of man, Where the soot smears all of the dingy town,

And the "chicken" strolls in a fancy gown;

Where the profiteers clutch you by the throat,

And the waiter struts in a spiketail coat; Where many are cast by their self-esteem,

And things are rarely what they seem; Where the men-folks sit while the ladies stand;

And the devil holds forth "to beat the band"—

In the land of the paper dollar.

I yearn for a whiff of that sagebrush smell;

And to hear the notes of the coyote's yell; To follow the crystalline streams that run Thru the quiet pools where the sunfish sun;

To angle for trout below Wild Horse Fall, Far removed from the gods of cheek and gall.

I would hasten away to bathe my soul Where the elk foregather in Jackson Hole, And let Coal-Oil Johnnie and McAdoo, And Morgan and Schwab and Barney Baru—

Have the land of the paper dollar.

—A. F. Graves, Rotary Club of Boise, Idaho.

Our rule book to dealers puts it this way:

"Why some dealers feel the high cost of living:

"Bad arrangement of cars in showroom—

"Dirty tires—

"Greasy floors—

"One seat up the other down—

"Muddy door mats in cars—

"Smoking cigars when talking to prospects—

"Shirt sleeves—

"Whiskey breath—

During this nine year period our family has grown, but we still cling to the idea that it is all one family and a very happy family. We want our men thoroly imbued with the spirit of the organization.

Last year we brought them all together at the Toledo plant. They came—5,000 dealers and 4,000 friends, 9,000 in all. For 17 days they came in a stream. Every visitor had two full days at the plant.

Every moment of their time was occupied. There were sales lectures, mechanical lectures, guides conducted them thru the plant and explained every step in the manufacture. I dwelt on the family spirit and made all guests feel that their success and ours depended upon the intelligence, work and enthusiasm which they would display. We all got right down to brass tacks and had a heart to heart family reunion.

Service and Seasonableness

These are important steps to be considered in planning ahead to fit our product to the times. Before beginning the season it is highly important for us to size up the demand. In order that we may get a line on what this will be, we have five tenets upon which we base our judgment. These are appearance, performance, comfort, service, and price. A car which fills the demand in these five respects is already half sold. Our sales success depends upon our ability to forecast public sentiment and manufacture a good product mechanically for a reasonable price.

Just a word about service. Service has a direct bearing upon the satisfaction the owner gets from his car and his inclination to repurchase. A community without adequate service facilities is as bad off as one without a physician. We have therefore worked out our service facilities along the most modern lines. In larger cities we have our own branches. Everywhere over the United States we see to it that our representatives offer the most courteous and careful service attention to our patrons. We do this because it pays, in satisfied owners which are a big asset to any manufacturer.

There is one thing to keep well in mind in sales argument. That is, make it fit the times. Automobiles are not the rich man's plaything, they are time makers, human energizers. Men who originally purchased the automobile for recreation now utilize it as a piece of business mechanism. The busier men are, the more they need the automobile to coin effort into cash. We must sell quick transportation these days, convert foot-power into brain-power and plan for future markets both at home and abroad.

Note: John N. Willys, member of the Rotary Club of Toledo, Ohio, president of the Willys-Overland, Incorporated, wrote the foregoing article especially for this magazine.

Origin and Customs of Christmas

By Herbert C. Atkinson

"It has been an instinct in nearly all peoples, savage or civilized, to set aside certain days for special ceremonial observances, attended by outward rejoicing," wrote C. A. Miles in his *Christmas in Ritual and Tradition*. He continues:

"This tendency to concentrate on special times answers to man's need to lift himself above the commonplace and the everyday, to escape from the leaden weight of monotony that oppresses him."

Christmas is the day on which the Nativity of the Savior is observed. The origin of its institution is obscure. While some maintain that it was observed from the first in the East, it is held by most of the sacred writers that it was not observed in the first centuries of the Christian church, as it was the Christian usage to celebrate the death of remarkable persons rather than their birth.

In the early Church there was little of uniformity in the observance of Christmas, either as to time or method; some Churches observed it in April or May, others associated it with Epiphany in January. The first certain mention of the observance of the Nativity Festival on December twenty-fifth is to be found in an old Roman document known as the Philocalian Calendar, which gives it about the middle of the fourth century in the Western Church of which Rome was the central authority.

The custom of observing Christmas soon spread from the Western to the Eastern Church, and throughout the West with the conversion of the barbarians.

While it has been held that December twenty-fifth was not the day of the Nativity, there were many reasons for fixing upon that day as the date for its observance.

Old Pagan Festivals

ALMOST all the heathen peoples of the Old World regarded the Winter Solstice, which falls on December twenty-first, as the most important time of the year, it being the beginning of renewed life and activity of the powers of Nature, and of the gods who were originally the symbolical personification of these.

For several weeks preceding and succeeding this date, many primitive peoples held their distinctive national festivals, the two most important of which were, the Saturnalia observed by the Romans and many of the peoples conquered by them, and the Yule, observed by the Scandinavians and the Germanic races, which latter term embraces both Teuton and Anglo-Saxon.

The Saturnalia was the most important of the Roman festivals, and, associated with the January Kalends, lasted seven days, beginning a few days before and ending a few days after the Winter Solstice. During this time schools were closed, all business was forbidden, no war was declared or battle fought, no punishment was inflicted, distinctions of rank were set aside or reversed, slaves sat at table with their masters or were waited upon by them, vota or wishes of prosperity were widely extended, and all classes exchanged gifts, the most important being wax

tapers and clay dolls. It is further related that the decorations of the houses were most fantastic, and from the fact that lights and greenery were widely used, it is supposed that the modern Christmas tree dates its origin from this time.

The Feast of Juul

THE Yule Festival of the Scandinavians, the Feast of Juul (Yule) as they called it, was observed by the most important ceremonials: the sacred rite of kindling the fires in honor of their god Thor, and the joyous custom of bringing in the Yule Log.

Destined to welcome a crackle to all comers, as it was being conveyed from the forest to the baronial hall, each wayfarer doffed his hat as the Yule Log past, for he knew well that it was full of good promises and that its flames would burn out old wrongs and feuds.

The practice of laying aside the half-consumed block, after it had served its purpose, carefully preserving it till the next anniversary and lighting the new log with the charred remains of its predecessor, was of the highest importance as a most effectual security to the house against fire.

Among other peoples who adopted and practiced the Yule festivities, were the early English or Anglo-Saxons, and their Yule was a wonderful mixture of the ceremonies of the British Druids with the festivities copied from the Scandinavians.

The most important Druid characteristic of the Festival was the veneration of the mistletoe. On the day of the Winter Solstice the Druids sallied forth to gather the plant which grew about their sacred oak. The mistletoe when gathered, was cut up and hung at the entrances of dwellings as a "propitiation and shelter to the Sylvan Deities" during frost and cold.

The mistletoe, which has so many mystic associations, has brought with it down thru the centuries, the familiar custom which must be known to all. At different times and in different localities, particularly of the British Isles, there have been, and are today, many variations of this old festival.

Thus it is that when the Nativity Festival was instituted, one of the old festival days was observed for the new purpose, and that so many of our most cherished Christmas customs of today can be traced back to these pagan festivals, partly because Christian teachers found it impossible to wean their converts from their cherished superstitions and observances, and partly because they engrafted the essentials of the Christian religion, believing the cause of the Cross to be thus more effectually promoted.

Different Names for Festival

THE Christmas Festival, once established, was soon designated in different lands by names of distinctly Christian origin. To the French it became the Noel Festival and associated with its observance was the singing of the Noels—sometimes depicting in a very realistic manner French country life—which we now call Christmas carols or poems. Little is known of the origin of this festival and little of its distinctive

customs, but its name is probably derived from the Provencal Nadau or Nadal, which in turn is from the Latin Natalis, meaning birthday.

To the French people the Noel Festival means what Christmas (Christ's mass) does to the Anglo-Saxon, Kermesse (Christ's mass) to the Dutch, or Weihnacht (sacred night) to the Teuton.

The Christmas Festival, furthermore, becoming of such importance, soon became the substitute for many festivals and especially, from the fifth to the eighth century, gathered round it several other festivals, partly old and partly new, so that what may be termed a Christmas Cycle sprang up surpassing all others. Thus also Christmas from its institution became an universal festival for young and old, low and high, as no other Christian festival could have become.

It may be said that the customs of a race are simply that body of usages which have been of such long and regular use as to have become as fixed as law itself. A study of the customs of a race reveals to a greater extent than anything else, of what stuff that race is made, and to what extent it will resist oppression. We are today inclined to think of customs as little more than "bubbles of fancy," which burst into nothingness after but a transitory existence—and this may be true to a certain extent—but when we consider the great and important "milestones of life" termed by the poet, "The Four Eras"—"Birth, Coming of Age, Marriage and Death," we realize that customs are not so transitory, after all. This thought has been well expressed by William Knox in his poem, *Mortality*, in which he says:

*"For we are the same things that our fathers have been,
We see the same sights that our fathers have seen,
We drink the same stream and we feel the same sun
And we run the same race that our fathers have run."*

The Eye of Faith

AND thus it is when we consider Christmas customs: we may see little more than pagan and barbarian survivals if we look with the outer eye alone; we can see the holiest of all festivals if we but look with the eye of Faith.

We may see in the Christmas Festival only the birthday of the natural sun; we can see in it the "Birthday of the Son of Righteousness." We may see in the exchange of gifts only the giving of something and the getting of something in return; we can see in this custom the emblem of the gift to a lost world of a Savior of Mankind.

It has been observed that the Christmas Festival has become the substitute for some and has gathered other festivals around it, thus making what is often termed a Christmas Cycle.

Now of these festivals, Saint Nicholas' Day, December sixth, is perhaps the most noteworthy on account of our present-day association of the name of "Good Saint Nick" with Christmas time.

Saint Nicholas, the fourth century Bishop of Myra in Asia Minor, by virtue of his infant piety and his later wondrous works for young

people, has ever been the patron saint of children.

In many places when evening approaches, some one dresses up as a Saint Nicholas, with mitre and pastoral staff, inquires about the behavior of the children, and if it has been good, pronounces a benediction and promises a reward next morning. Before they retire, the children put out their shoes with hay, straw or a carrot for the saint's white horse; when they wake in the morning, if they have been good, the fodder is gone and sweets or toys are in its place; if they have been bad the fodder is left untouched, and no gift, but a rod, is there.

Tho the day is observed in many European countries as a day of joy for children, its radiance tends now to transfer itself to the season of the Christmas tree, at which Saint Nicholas is supposed to appear.

Christ Child and St. Nicholas

EARLY in the seventeenth century we find the substitution of the Christ Child for Saint Nicholas, as the bringer of gifts. In different countries the Christ Child is represented in many different and wonderful ways: In

Alsace, by a little girl who wears a crown of gold paper with lighted candles in it, and carries in one hand a silver bell and in the other a basket of sweets, and who rescues the children from the terrible Hans Trapp who always follows them that evening; in parts of Austria and Germany, by a tall girl drest in white, with long fair hair, and ressembling a fairy more than anything else; in Russia, by a white-robed maiden driven about in a sledge from home to home, attended by young people who sing carols and receive gifts in return.

Christmas customs of today are so many and varied that it is possible to mention only a few of the most general.

Different peoples have different centres for their Christmas rejoicing. In Spain and Italy the crib is often the focus of the festival; in Scandinavian countries, in England, in rural France and among the Southern Slavs, the Yule Log—following old usage—is still the centre; while in Germany the supreme symbol is the Christmas tree.

Little is known of the origin of the crib as a Christmas symbol. Much has already been

said of the features of the Yule Log festivities.

Let us notice, for a little space, the Christmas tree. This is supposed to have had its origin in the Roman celebration of the January Kalends. The Germans, however, have adopted it more widely than any other people of modern times, and to the Germans it means more than to any other people. It was introduced into France in the fifteenth century by Princess Helene of Mecklenburg. In England it is alluded to in 1789, but its use did not become at all general until after 1840 when Queen Victoria and Prince Albert had a Christmas tree. In Denmark and Norway it was known in 1830, and in Sweden in 1863. It is also found in Russia, Switzerland, Italy, Holland, Spain, the United States and Canada.

Origin of Christmas Tree

WE have seen that the Christmas tree may be a development from the Roman custom of decorating buildings with evergreen at the January Kalends. Some further consideration of Christmas decorations might here be given to the subject.

In winter, when all is brown and dead, it is quite fitting that the scenes be brightened with the holly, ivy and mistletoe, plants which actually bear fruit in winter time. So common has been their use that at the very mention of names of these plants, there arises the picture of Christmas with its country charm, snowy fields, distant bells, warm hearths and kindly merrymaking.

The sanctity of Christmas house-decorations in England is shown by the care taken in disposing of them when removed from the walls. In Shropshire, old-fashioned people never throw them away, for fear of misfortune, but either burn them or give them to the cows; it is very unlucky to let a piece fall to the ground. The Shropshire custom is to leave the holly and ivy up until Candlemas, while the mistletoe bough is carefully preserved until the following year. In Sweden, it is said that green boughs are not used for decorations, but sprigs of fragrant juniper, spruce and pine are used instead.

The custom of gift-giving has been alluded to. It is difficult to settle its origin upon any one people or in connection with any one festival. The Roman strenæ, offered to the Emperor or exchanged between private citizens at the January Kalends, were probably among the earliest gifts. These were originally merely branches plucked from the grove of the Goddess Strenia, but later took the form of "honeyed sweets" as a sort of charm for the New Year, based on the principle that as the beginning was, so would be the rest of the year. The custom of gift-giving has spread and has become a fixt one, and is one of the most happy and sacred customs of the Christmas-tide.

Did time permit it would be interesting to trace some of the Feasting Customs of Christmas.

Tho the Christmas Festival comes but once a year, may the Christmas spirit be always the predominating one—a spirit based on this principle of life:

"I count his life the best.
Who daily puts it into loving deeds
Done for the poor, the sorrowing, the oppressed;
For those are more than creeds;
And tho the over-burdened judgment oft err,
The heart that loves is Faith's interpreter."

Better Health for a Penny

The story of a little piece of paper does not seem one that would tell of the partial solution of one of humanity's greatest and most dangerous problems. Yet a square of paper, on which is printed a Red Cross and a Red Double Cross, with an inscription wishing every one a *Merry Christmas and a Healthy New Year*, has been almost the only cause for the continued and increasing fight on tuberculosis, a fight which has grown in its intensity each day during the past ten years.

The little piece of paper is the Red Cross Christmas seal. Everyone knows it, and knows that just before Christmas time it has made its appearance and has been sold at a penny.

Ten years ago the National Tuberculosis Association began to sell the seals. Since that time the sale has doubled, then trebled, and it goes higher each year as more people come to realize that tuberculosis must be beaten. This year they are to be sold again... \$6,500,000 worth of them... and the money will be used to fight the scourge.

The greatest problem is to so educate those who are liable to the disease that it can be prevented. Education, of course, is a matter of choice, but no man wants to be unhealthy and if he can easily find out how he can keep his health, he will do so. The years of education have gone far, but the larger, more important facts about tuberculosis are still vague in the minds of most people. There is still room for work.

Red Cross Christmas Seals provide funds for this work.



A new day of better health will dawn when all join to fight tuberculosis.
Buy Red Cross Christmas Seals.

Pity the Poor Married Man

By Charles O. Smith

WINTER is the period of the discontent of the married man. Some people think the time of spring housecleaning is the married man's least happy season, but that is not so. His utmost misery comes with the cold weather. Just when he would most enjoy the comfort of home life, a host of abhorrent tasks beset him.

He goes home in the evening, a day's work well done, happy in the hope that he can sit snugly by the blazing grate with a pipe and a book and a jar of his favorite smoking mixture by his side. Thus he fondly imagines he will pass the evening, and if he could spend it in that felicitous manner, any pity for him would be wasted. The trouble is that he never can, and therein lies the kick that every married man is justified in making.

First there are storm windows to put on. To some bright and gifted individuals the putting on of storm windows is an easy job to be essayed in cheerfulness and accomplishment in haste. But to the normal man it is a hard and hateful undertaking, deferred until the last moment. This last moment usually arrives when the thermometer has suddenly fallen by the wayside and there is immediate danger of the family freezing to death. Then the mean nature of storm windows is shown in all its nakedness. They take advantage of the cruel state of the weather, and, with malignant cunning, refuse to fit the windows one wishes them to fit, thereby forcing a flow of language from the already wrought-up man, which causes him more trouble when he goes into the house.

When the Pipes Freeze

WHAT can one say of the morning when the pipes are found frozen? In days of yore when the water-tap used to stand out in the backyard, tempting the boys to put their tongues on it on a frosty morning, one could see why pipes might freeze. But, why, now, in this day of supposedly enlightened plumbing? Still, it happens.

On some bright morn the alarm clock rings its unwelcome call at its appointed hour. The husband unwillingly refrains from choking it to death and volplanes from the ostermoor. He enters the bathroom and turns on the tap. No response. He tries the other taps. Same result. He slips it out to the kitchen and turns the taps there, then upstairs, then in the basement.

Hope springs as eternal in the married man's breast as in any other—it has to—but all hope of water is at last abandoned. He has to accept the cold truth. He carries the chilling news to his wife and gets a frigid reception, as if he was personally responsible for the condition the pipes are in. You would think he had sneak out of bed and frozen the pipes on purpose.

However, the mild husband, unwasht, and with the beard of yestereve still adorning his face, descends to inspect the pipes below. He is thunderstruck by the number of them. A man never knows how many pipes are in his basement till they freeze.

Invented by a Demon

IF the freeze-up is the common, or house variety of freeze, it is not so bad. That sort is known even in Toronto and London and Bos-

ton and New York and the rest of the torrid belt of Canada and the United States. But in the virile west where they don't feel the cold there is another kind, the uncommon, or garden variety, in which the pipe freezes between the street and the house. This kind was especially invented by the demon that makes unhappy the fate of married men, and when it comes the day is sad indeed.

After sending for the plumber, the man of the house has plenty of time to carry in water from the next door neighbor's. He thinks one pail will be enough and is dumbfounded at the quantity demanded by his wife. Wives develop an un-

by a Johnstown flood pouring down the front stairs and he remembers he left the taps turned on in the bathroom. Well, a husband can't think of everything.

Furnace Adds to Woes

THE HEREAFTER comes the furnace to add to his woes. A furnace can think up more ways of worrying a man than any other hundred articles in the house. It is a foul and unreasonable adjunct of modern life. It is cranky and brutish. A mule is more docile and will oftener do what is wanted of it.

On an average night when the house should be just warm, a furnace will work like a fiend, throwing off heat like the flues of Hades, and the poor, perspiring man of the house puts in his evening not with his own pipe, but with the furnace pipes, pulling and shoving, poking and opening, and praying the infernal thing to cool off.

It never acts that way when it ought to. When the mercury seeks to sink into the bulb and one's very bones seem to freeze, how, then, does a furnace behave? Does it blaze vigorously and merrily? No! Does it keep one in the basement trying to check it? No! The in-the-basement part is right. But it is in a helpless and anguish attempt to prod the blamed thing into life, to instill into its cold and sluggish breast some ambition to perform the function for which it was made, but which it never seems to realize until the need is past.

Now that coal is scarce it is one's duty to use as much wood as one can. You can picture the man of the house gladly responding to that request. Of course he will chop wood. Using the axe reminds him of old times when he chopt wood on a Saturday afternoon with his father's eyes upon him. Chopping wood was not a merry task then as it appears now thru a mist of years. But its unpleasant features are forgotten and the husband tackles a cord of birch and tamarac in rare good humor.

Cops Wood—Lasts 20 Minutes

FINE exercise. Just what he likes. Reminds him of Gladstone cutting down trees at Hawarden and of Honest Abe the Railsplitter and all that sort of thing.

He lasts about twenty minutes. Then the merriment slides out of his eyes. He isn't whistling now. He stands and thinks oftener. He grunts occasionally. He looks at the pile in a pensive way. Once in a while he thinks of the remarks his wife will make if he quits, and he jerks himself together.

By this time the blocks are heavy. He realizes what a mistake he made talking so much about the pleasures of wood chopping. He begins to get vicious and to take it out of the wood, until a chunk suddenly flies up and cracks him on the jaw. Did you ever get a stick of wood on the jaw like that? Nice thing.

It is hardly safe to write of the ash-sifter. There, indeed, is an invention that has caused married men unhappy times. It lands a man in misery whether he uses one or not. If he does use one he loathes it with all the loathing he is



The mean nature of the storm window is shown in all its nakedness.

natural craving for water at such moments. A man is satisfied with a reasonable amount, enough for a wash and shave and a cup of tea. But not his wife. She wants reservoirs of it.

He points out that the neighbors have to pay for their water like any one else. He points to the thermometer, and to the wind and snow, but unavailingly. Out again he goes into the cold, cold world with a pail in one hand and a stew-pan in the other. After filling everything in the house but the eggbeater and the nutmeg grater, he gathers up all his spunk and refuses to go for another drop.

About four o'clock in the afternoon the forgotten plumber emerges from the basement, where he has been stealthily working at a dollar an hour. The water runs once more and the relieved husband is explaining to his wife how pipes are thawed out, when their joy is drowned

capable of. It is a monopolizer of time. It is an offensive intruder upon his comfort. But it is a patriotic duty to economise, and after the husband economies via the ash-sifter for a winter he finds he has saved a dollar and a quarter's worth of coal and ruined a fifty-cent pair of mitts and two suits of clothes.

And the men who do not use a sifter do not escape its evil influence. Their wives know other husbands who do sift and these dusty but conscientious souls are held up as examples from morning till night until in despair or a moment of weakness the assailed man also takes to the dust-producing inferno.

Sweeping Back the Flood

THE sifter and the plumber have that one thing in common—the husband gets in wrong whether he uses them or not. Take the matter of the simple little washer. A husband returns home one evening to find the kitchen tap leaking. He can do one of two things. He can call in the plumber, or he can do it himself. He decides to put the washer on.

As he remembers it, the plumber, the last time a washer was put on, took the washer in his right hand and unscrewed the tap with the left. Therefore, with the washer held firmly in his right hand, ready to clap it on the moment the tap comes off, the husband begins to unscrew the tap. It is nearly off. He is congratulating himself on his prowess. He is thinking how proud of him his wife will be when she sees what he has done, and while he is thinking these pretty thoughts, unexpectedly out it comes and a burst of water shoots up and hits the ceiling.

Then he remembers that the plumber went first into the basement to turn something off. He scampers to the basement. While he is hunting for the stop-cock down below, the merry geyser up above is sending its half-inch stream to the ceiling, thence to the floor, and into the dining room.

He finds the stop-cock under a pile of wood, and a quarter of an hour later, with vast broom wielding, he is trying to rescue the perishing rugs in the dining room. This is his job when his wife comes in, and her comments upon the result of his plumbing are enough to discourage a man from ever doing a single thing around the house.

And the Man Who Makes Things!

PERHAPS the most pestilential foe of a married man's comfort is the husband who knows how to make things. There is one in every neighborhood. Nothing can stop his activity. He can do things with hammers and saws. Seems to have a gift that way. Normal sorts of husbands can't understand it. Cold weather seems to bring it on bad. In the long winter evenings he goes to the basement and makes things for his wife.

If these amazing performances could be kept secret in his own house all would be well. There would be no complaint. But in her pride his wife tells the other men's wives and then the trouble begins. Home comes the talented whittler some cold evening with a discarded telephone pole on his shoulder. His gloating wife meets him at the front steps. He turns sideways so as not to poke her in the face with the pole and greets her with an affectionate kiss. Such husbands are always greeting their wives with an



The goaded husband tries to emulate the man who can make \$7 worth of furniture out of a railroad tie.

affectionate kiss. Then he lays the pole down.

That night he starts in to whittle, and four months later he brings forth a wonderful, six-foot lamp, all fluted and polish. His delighted spouse telephones all the neighboring wives and they go to see it.

And they come home and sit wondering why it was not their joyous fate to marry a man who can make things like that. They compare their husbands with the gifted hammer-slinger until the luckless man who can't do anything in wood-work, except pull a splinter out of his finger, feels that nothing in this life matters but an ability to make seven dollars' worth of furniture

out of a dollar and nineteen cents' worth of rail road ties.

Sometimes one of the goaded husbands tries to emulate the home-improver, but instead of converting an abandoned piano box into a mahogany chiffonier, he flattens out his thumb with the hammer and the language he uses is something his wife never thought she would have to listen to.

Educational System Wrong

WINTER time brings one to the conclusion that there is something wrong with our educational system. It either produces wives who expect too much of their husbands or it produces husbands who lack the technical training that modern conditions of housekeeping demand. If the latter is the case, there should be a change in the school curriculum. There should be a special course in handling a home in the winter. Political economy should be replaced by fuel economy. Schools should teach the use of furnace draughts instead of bank drafts.

As we are using wood instead of coal, the care of the teeth of a saw should be included in the hygiene lesson and the botany professors should impress upon their classes that it is more necessary to know what to do with a leak in the sink than a leek in the garden. The class of future husbands should be taught how to get storm windows on without breaking the glass or into profanity.

And when our schools teach husbands all these things the wives of that day will rise up and call them blessed—the schools, that is, not the husbands. Never that. One must not expect too much.

Note: Charles O. Smith is a member of the Rotary Club of Saskatoon, Sask., and editor of "The Saskatoon Daily Mail."

Regarding Community Centers

A COMMUNITY center is not primarily a building or a set of activities, but rather an organizing center for the life of a neighborhood or a community. One of the great problems it faces is this: How can the mass of the people be so organized that they can co-operate with the government in its administrative functions and make use of the expert services it offers to the public?

It is a truism that city government in its humane ministrations has become over-centralized. Even Germany realized this and prior to the great war had undertaken a reconstruction of her municipal activities on a small district basis. European cases could be mentioned in plenty, and the realization of need for a new human technique is dawning here and there throughout America, but in general our governmental efficiency continues to be modeled on the efficiency of big business.

The fundamental principle which is violated by such an organization of government is the principle that government is making men while business is making things. Extreme specialization is the key to efficiency in those operations which deal with inert matter; but if this efficiency be translated into the dealings of government with human beings we find administrative order amid human chaos, and the fruits of our effort are likely to be Dead Sea fruits.

Inert matter does not need to be self-active, to remember, or anticipate, or to cooperate with the machinery which is cutting or pounding it into form. Men are remembering and hoping creatures and their self-activity makes them if they are made at all.

The community center began as a place for recreation in some instances and a place for debating in other instances. It will continue to develop on these lines. But throughout America, the community center movement now consciously stands at the threshold of the truly critical undertaking, thru which the people will act together cooperatively, using the instruments of science, of government, and expertness, functioning administratively with the government, and not merely voting against somebody at the yearly election.

The community center represents the organized common people who are rising up to meet the co-ordinated expert services which will be offered to communities thru neighborhood replicas of the general governmental enterprise. When these two principles—that of the effectiveness of lay co-operation and the local districting of expert effort—become effectively united, then will begin the new day in American politics.

—John Collier, director of the Training School for Community Workers, of New York City.

A Builder of Men

A ROTARY CLUB consists of men selected from each distinct business or profession, and is organized to accomplish:

First: The betterment of the individual member.

Second: The betterment of the member's business, both in a practical way and in an ideal way.

Third: The betterment of the member's craft or profession as a whole.

Fourth: The betterment of the member's home, his town, state and country, and of society as a whole.

FOR its members Rotary provides activities which will:

- (1) Extend their horizon of business experience.
- (2) Stimulate their minds to travel in un-frequented channels of thought.
- (3) Arouse them to service for others.
- (4) Help them attain their greatest possibilities.
- (5) Make them leaders among men.

ON the practical side, the Rotary activities provide an opportunity for increasest business thru the establishment of cordial, intimate, friendly relations between members. Mark! They provide an opportunity—nothing more—nothing less. If, by participation in club affairs the member gains the confidence of his fellow members, and if, with this fundamental business asset, he combines satisfactory goods, correct prices, and service, his opportunities are often translated into results. Business between Rotarians is not an obligation of Rotary—is not its essence—nor is it the reason for Rotary's existence—it is only an incident.

On the ideal side, the Rotary activities provide members with codes of correct practices and high standards in business. In Rotary, ideals are not mere dreams of aspiration—they are working models for the member's daily life. They are equally applicable to his personal habits as to his business conduct. The ideals of Rotary cover all phases of business morality as well as the whole range of the various elements which enter into what is called "service." The practices and ideals connected with the member's business are happily blended in Rotary's slogan: ***Service, Not Self—He Profits Most Who Serves Best.***

The foregoing Rotary activities which concern themselves with the individual member and the individual member's business are all there is in Rotary as its founders understood it and as their followers have carried forward the original beliefs.

The other Rotary activities, which arise mainly out of the inspiration of Rotary teachings, are distinguish as ***Applied Rotary.*** When a man has been developt and educated in Rotary he is inspired with the desire to do something worth while—to create, as it were, a survival value. If the education of the member has been well done, ***Rotary-at-Work*** follows as naturally as day follows night. The essence of Rotary put-to-service becomes ***Rotary Applied.*** Rotary here offers the member two definite fields for service.

ROTARIANS are representatives from Rotary to their respective classifications. The betterment of the member's craft or profession can be accomplisht by carrying to the craft or profession Ro-



tary's ideals of business morality and service.

While a member of the Rotary club, filled with Rotary spirit, may make his business practices conform to Rotary ideals, this does not relieve him from the Rotary duty of trying to influence others of his classification who are outside of Rotary to do likewise. Let all Rotarians pay their debt of service in this way, and by this leaven can the whole business world be leavened. This is Rotary's greatest opportunity for service.

THE activities of Rotarians in accomplishing these betterments—home, town, country, and society as a whole—naturally group themselves into two main lines of effort—Civics and Charities. Rotary's province is to train each of its members to be a better citizen, a better member of the chamber of commerce, a more loyal American, Briton, Canadian, Cuban, etc.

All phases of local civic activity should be freely discuss at meetings, and it is the duty of the club officers to provide the members with knowledge of and inspiration for active participation in civic betterment.

As a general rule, the manifestation of the Rotarian's interest in civics should result in his activity as an individual or as a member of the chamber of commerce, etc., rather than in concerted action in the name of the Rotary club. There are specific instances, however, where service to the community demands that the Rotary club shall act collectively, but such action should take place only after the most careful prior consideration. The activities of the Rotary club should not duplicate the work of the many highly efficient organizations which are found in all towns and cities.

Any question on which respective political parties have taken sides should not be

submitted to a vote in any club. This restriction is obviously intended to safeguard the precious friendships which exist in the club.

No limitation or suggestion covering Rotary's work in charity has been attempted, and, therefore, the activities along this line are as numerous as the many forms of charity.

* * *

Rotary has a distinct field of its own, and it is mainly educational in character. It is differentiated from other organizations (1) by its limited membership, and (2) by its activities concerning the individual member and the individual member's business, and (3) by its placing on the members the responsibility of awakening their respective crafts and professions to higher standards.

Rotary arose in 1905 out of an inspiration—literatureless. Since then much has been written on Rotary and some precedents established. There are two which are of sufficient importance to be kept constantly before us. One is: "Rotary meetings must never rely for enthusiasm on the false exhilaration of liquor." The second precedent is: "No unworthy jest should be told by speakers at Rotary gatherings." This excludes not only the smutty story, but also the double-meaning impromptus hurled at the speaker from the floor. There are many other precedents, but none so strongly entrenched as the two just mentioned.

In so far as you give of yourself to Rotary, you will receive. You cannot take more out of Rotary than you put into it.

—Copyrighted, 1916, by International Association of Rotary Clubs. One of four pamphlets included in the booklet, "A Talking Knowledge of Rotary," prepared by the Committee on Education and Philosophy of 1915-1916, Guy Gundaker, Chairman.



Forward Step in Canadian Education

Rotarians Make Possible Great National Conference

ONE of the most significant gatherings in the history of Canada has just been closed in the City of Winnipeg. It was a meeting of representatives to confer on the problems of Canadian education, and was styled the "National Conference on Character Education in Relation to Canadian Citizenship." Its conception was in the mind of a Rotarian and Canadian Rotarians were largely instrumental in its great success.

The conference was an unqualified success. There were 1,504 registered delegates. All parts of the Dominion were represented. The program was of the highest order, and included Sir Robert Falconer, president of the University of Toronto; Rotarian Dr. Henry Suzzallo, president of the University of Washington, U. S. A., and Dr. John H. Finley, Commissioner of Education for the State of New York.

The earnestness and expectancy of the gathering was remarkable. It displayed a widespread desire to face the problem of the development of a higher citizenship, and to enrich Canadian institutions of education as instruments to this end.

The result of the conference has been to educate many leading Canadian men and women as to the need of definite united action for the training of citizenship.

Also the democratic methods of procedure convinced all doubters of the genuineness of the movement.

A national committee has been formed and instructed to go forward in an endeavor to make the findings of the conference effective, and to call another general conference not later than three years from the date of this first conference.

Started by Rotarian

The history of the movement is interesting to all Rotarians. It arose out of the idealism of one of Winnipeg's prominent Rotarians, William J. Bulman, and was made possible of achievement by the efforts of another Rotarian, Past International President E. Leslie Pidgeon.

Rotarian Bulman caught sight of the ideal that education should in reality be the foundation of character, and that character, in turn, should be the cornerstone of citizenship. He felt that if a great national conference could be held, at which the brightest minds of the continent would be present, some step might be taken towards reaching his ideal. He enlisted the sympathy and cooperation of some of his friends and organized a Winnipeg committee under the general chairmanship of Sir James Aikins, the Lieutenant-Governor of the Province of Manitoba.

This committee issued a memorandum throughout the Dominion in 1917, from which the following are extracts:

The conviction that moral education should go hand in hand with secular instruction to the end that education should in reality be the foundation of character is practically universal.

The consideration of how this may be accomplished is, however, approach from so many angles and so confused by personal bias and prejudice that no energetic and general effort has been made to give effect to this belief. In our own country, with its varying population, with diverse traditions and aspirations, any universal action is beset with peculiar difficulties.

The profound importance of the issues

involved in their effect on social and national life calls for the enlistment of men of the best intellect and the highest spiritual and moral life in the Empire under conditions that will set their whole energy free from other claims and make their abilities available for the consideration of this question.

To secure such talent, it would seem to be necessary to establish a foundation to be generously endowed, under which men of outstanding moral earnestness, spiritual insight and wide learning could be persuaded to devote their lives to this work. These men, whose attainments and abilities would be such as to secure world-wide recognition, would be a permanent committee of inquiry, with funds at their disposal to enable them to enlist the services of specialists in any department of learning they might deem necessary, so that the great storehouses of knowledge might be made available for the purposes of the foundation.

Preparation of School Books

To give a single illustration with the above object, such a foundation would be able to ransack all literature for the best material for school readers and to secure the best talent for the compilation and arrangement of the same and without any reference to cost or profit give their work free from any copyright charge to all Canada; as a permanent organization they would criticize, revise and amend their own work from time to time in the light of experience, observe its operation in the schools and give the results of its use over wide areas.

But the work of such a foundation would not end with the systematizing of material for instruction and investigation of methods of presentation. Beginning with the child in school, it would examine and classify all the influences that operate upon him to affect character. It would collect and digest the various organized attempts to educate for character. It would profoundly affect the preparation of teachers, guide their efforts and increase their power for service and secure a social recognition for service given.

Such a court of last resort would speak with authority, would unify the purpose of the schools of our country and help them to become a single force moving irresistibly towards the righteousness that exalteth a people.

This is an outline of the general conception, the details of which have to be worked out. If it is held to be feasible, the first step would be to bring together men eminent in the field of moral education to consult and advise as to the possibilities of the plan and the best method of procedure. The men chosen for consultation should be so prominent in their respective fields that they would be recognized as authorities throughout the English-speaking world.

It is not surprising that the acceptance of the idea was not only immediate but general. The decision to hold the conference and to fix Winnipeg as the place of meeting came shortly afterward.

The movement had reached sufficient definiteness by the autumn of 1918 to lead its promoters to consider the question of finance. It would require about \$50,000 to make such a conference a success. Approximately half of this amount would be necessary to meet the expenses of the conference, and the overplus was to be put into the hands of the conference to enable it, through its properly constituted committee, to carry forward the work begun.

The promoters were not only anxious to obtain the means, but also to avoid misunderstanding. It was feared that if a few wealthy men contributed the necessary amount it would give opportunity to critics to question the good faith of the movement. It was conceded that there should be given no possible grounds for the suspicion that any one class was endeavoring to influence the education of the country to favor its particular conception of social order.

Rotary Clubs Ask to Aid

Rotarian Bulman thought of the Rotary clubs of Canada as an organization sufficiently interested in public welfare to undertake the task of financial support, and also sufficiently representative of all shades of opinion to be above suspicion of sectional bias.

But there were serious difficulties in obtaining united action from the Canadian clubs. Rotary is an international organization, and the International Board could not take up a national educational problem. There was no Canadian executive to which appeal could be made or which could sanction the undertaking. There was no method left except to appeal to the Rotary clubs of the Dominion as units and solicit their individual support.

It was arranged that International Past President E. Leslie Pidgeon, member of the Winnipeg Rotary Club, should visit all the clubs in Canada and present the proposition to them.

One of the first steps was to obtain the support of the Winnipeg club. As the conference was to be held in that city there was not much hope of support from distant points unless Winnipeg Rotarians gave hearty practical endorsement to the project. A special meeting was called and the matter presented. The club was asked for \$5,000; the response was a unanimous decision to raise \$10,000. The express reason for this generosity was that as the movement was initiated in Winnipeg, the local Rotary Club must manifest unusual interest to assist their representative in securing the co-operation of clubs farther removed from the place of origin and conference.

Rotary Response Excellent

It would not be too much to say that this hearty action on the part of the Winnipeg Rotary Club assured the success of the appeal. But other clubs were not less ready to appreciate the opportunity of service. From Victoria on the Pacific to Charlottetown on the Atlantic the response to Leslie Pidgeon's appeal was excellent. Some of the clubs have not yet completed their work, but there is every reason to believe that within a few weeks their support will be practically unanimous.

The statement is well within the mark that the holding of the conference was made possible through the efforts of Rotarian Pidgeon as finance minister of the enterprise.

Canadian Rotary is looking for no special prominence for work that was done in the spirit of service, but Rotarians are justly gratified that they had the opportunity to make possible a conference which was marked by such success, and which has initiated a movement fraught with such possibilities for the true development of Canada.



Rotarian

Three Reasons for an Argument

WE have with us an industrial situation because there are three things being sought. First, there is a demand that capital and management shall yield to the workers a larger share in the profits. Second, there is a demand for shorter hours of work. Third, there is a demand that the management of industry shall be taken over by the workers who then will be working for themselves under the direction of managers whom they will select. The first and second demands can and will be satisfied—eventually, if not now. The third demand can be satisfied only by REVOLUTION. It came in Russia. Pray God it comes not elsewhere.

* * *

A Larger Share of the Profits

THE workers want more money so that they may procure for themselves and their families more of the necessities and the luxuries of modern life. Educate an individual, a class, or a nation to higher standards of living and the means to enable people to live up to the higher standards must be provided. Educate a man to a daily bath and he must have a house with a bathroom and hot as well as cold water. Educate a woman to attend a mothers' club and perhaps a study or travel club and she must have better clothes than those worn when talking with her neighbor over the back-yard fence. Educate a child to the advantages of a college and a fraternity, or a sorority, and father must find the money to meet the bills.

* * *

More Time for What We Like to Do

THE demand for fewer days and hours of work means that people want to devote less time to doing something they don't like to do, and have more time for the doing of things that they would like to do. Probably many do not enjoy their work, whether it be in field, or shop, or office. They go thru the daily grind for the pay envelope that is coming to them. With the contents of that envelope they will be able to purchase the articles and the services they want. However much their money will purchase, they cannot do the things they want to do unless there are hours free for the doing of those things. Add up the hours required for sleep, for work, for meals, for marketing, chores about the house, exercise, bathing and other attentions to the person. How much time is there for attention to one's children, for visiting, for attending clubs, for reading and reflecting, for amusements, for all the things a person really likes and wants to do? Looking thru the doorway from this angle, eight hours is not an unreasonable maximum of daily work. But probably shorter hours of work should not be expected until greater producing has come.

* * *

Let There Be Cooperation, Not Revolution

THE dignifying of each man's occupation as his opportunity to serve society is one of the Objects of Rotary. Capital, Management, and Labor can get together and stay together only in a fellowship of common service to society. He must profit most who serves best but his profits must not be unreasonable and his service must be to society beyond any question. There must be incentives to and rewards for service, but all must serve. In the readjustment of society, there will be no place for the drones.

* * *

Christmas Buying

DO you buy and give Christmas presents because you want to make some one happier? because you want some one to know you are thinking of him? to make yourself happier by thinking of the other fellow? and thus to add to the sum total of the world's happiness and take from the total of the world's misery? If these are your motives, then the act of buying Christmas presents is of sufficient importance to require and receive some time and thought. The governing impulse should be to get the right present, the present that will properly deliver your message of friendship and love; not "just to buy something and get it over with." Care in buying as well as in delivering is needed. Your gift will be a message from you. You can help to insure the quality of that message by purchasing from concerns which have establish reputations for good service. The Rotary ideal of service, which should be at work all the year, has an added call made upon it during the Christmas season—so that the goods which the Rotarian sells shall be sold with an honesty and sincerity, a courtesy and sympathy, that shall be in harmony with the service of love that the giver seeks to express thru his gift.

* * *

The Prince Shakes Hands

THE Prince of Wales has been in Canada and the United States. According to the newspaper stories men have approached him without ceremony and shaken hands with him. This corrects our former understanding that no one could present himself to the Prince or be presented to him without a previous indication from the Prince that he wished to have the presentation made. We rejoice at the visit to North America of this splendid, young, democratic nobleman. May he be long spared to play his powerful part as a promoter of a better understanding and a firmer friendship among all the English speaking peoples!

* * *

The total trade of Canada in 1868 amounted to only \$35.50 per capita. In 1917 it was \$242.14 per capita.

Editorials.

International Rotary

ROTARIANS cannot too often have their attention directed to the report which the Committee on Constitution and By-Laws made to the 1919 Convention of Rotary. This report appears on page 223 of the Convention Proceedings and on page 69 of the August issue of *The Rotarian*. It is discussed also on pages 287 and 288 of this issue.

Recently there was held a meeting of business men of the United States, Great Britain, France, Italy and Belgium, and an International Chamber of Commerce was launched; labor has an international organization; in other words, whether or not the proposed League of Nations is perfected, there is the evident tendency toward international institutions.

Rotary surely can be one of the pioneers in this movement, but how shall we cut our road into the unknown country ahead of us? Only concentration of thought on the part of all of us will solve the problem.

* * *

Industrial Art

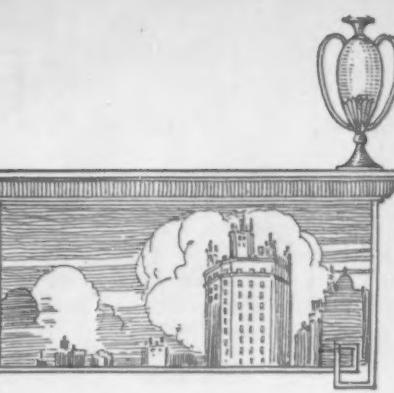
THE importance of industrial art in the commercial development of the United States has been recognized by the Federal Bureau of Education which has published a pamphlet on the subject, containing a series of graphic charts explaining the great benefit which would result from a broader education of children along industrial art lines. There are few industries represented in Rotary in which design and good taste are not contributing elements to success. Rotarians who are interested in industrial success and Rotarians who are interested in the better education of children will find the reading of this pamphlet interesting and profitable. It can be secured from the Bureau of Education, Department of the Interior, Washington, D. C. Canadian Rotarians will find it just as interesting as do American Rotarians.

* * *

Universal Training

ROTARY, by vote of the International Convention at Kansas City, in 1918, is committed to universal and vocational training. Elsewhere in this issue is an article by Rotarian Howard H. Gross of Chicago, president of the Universal Military Training League of the United States. He calls attention to the fact that the principle involved in universal training is the same as that which is the basis of Rotary—association of men of different callings removes misunderstanding and broadens the vision. Rotarian Gross calls upon all Rotarians to help convince Senators and Representatives in Congress that the time for the needed national legislation is come.

* * *



Boys and Willing Obedience

THERE is one particular piece of Boys' Work, which comes under the head of helping boys to be boys at their best, to be done in many a home. It is the teaching of willing obedience. Juvenile courts are busy because this piece of work has not been finished. A wise man once said:

Teach a boy to obey the rules of the home and later he will not be likely to require the aid of a judge and a jury to construe those of the land.

Wise rules, rules which have their birth in an understanding heart, are needed by most children of imperfect mortals; it is not the kind parent who fails to establish and maintain them. It is only natural that the boys—and the girls—of Rotary should be first in the thoughts and hopes of Rotarians. How is it with them, the promise of the future?

* * *

What Can We Hope From Germany?

IN 1911 General von Bernhardi in his book, "Germany in the Next War," said:

There is no nation so little qualified as Germany to direct its own destinies. . . . The German people have always been incapable of great action for the coming good except under the stress of exterior conditions or under the leadership of powerful personalities.

If we had full faith in von Bernhardi the outlook for Germany would be discouraging indeed, as the inclination seems to be to leave the German people to themselves and among them no very powerful personalities appear to be in evidence. However, von Bernhardi had some wrong ideas about the French people, the British people, and the American people, and perhaps he had some wrong ideas about the German people.

* * *

A Weak Link

THERE was a weak link in the plan of Industrial Democracy, described in the October issue of this magazine, and that weak link resulted in a strike of the employes. Former Rotarian John Leitch, who installed the plan, very frankly admits that it was a serious oversight when they omitted from the plan any provision to insure publicity among the workers about the proceedings of their "House of Representatives." The plan of having the representative report to individual members of his department would not work out, because it would require too much time, and the representative would get weary of it after repeating the same thing to half a dozen workers. The solution is a publicity system that will keep all the workers informed of all that takes place in the House of Representatives. Lack of information is the cause of most labor troubles.

Ecos Rotarianos

Por Daniel B. Ledo

EN nuestro órgano, THE ROTARIAN del mes de Noviembre, dimos a nuestros lectores la noticia de la afiliación del Rotary club de Panamá y hoy diremos algo acerca del movimiento rotariano en otros países.

Cuba

EL Rotary Club de la Habana—decano de los clubs en ciudades de habla castellana—está siempre alerta con su grupo de centinelas de indiscutible mérito figurando como *leaders* en movimientos de carácter plausible y noble los entusiastas miembros, presidente del club, Carlos Alzugaray, el incansable secretario Mario A. Macbeth, el ex-presidente Angel González del Valle, el miembro de la directiva Avelino Pérez Vilanova y otros que sentimos no recordar con precisión, sus nombres, en este momento.

Cuando a principios de septiembre último el ciclón azotó sin consideración ni misericordia los pueblos cubanos que tienen por frontera las aguas del golfo mejicano, el Rotary Club de la Habana inició una humanitaria campaña en favor de las victimas del ciclón y secundado por los otros cinco Rotary clubs de la vecina república los seis activos Rotary clubs recogieron más dinero, ropa y muebles para los desafortunados y familias destituidas de todo lo que poseían, que ninguna otra institución de la Isla.

El éxito de la campaña de los rotarios cubanos débese a dos cosas muy principales. Los trecientos rotarios que forman los clubs de la Habana, Santiago de Cuba, Matanzas, Cienfuegos, Guantánamo y Ságua la Grande son hombres de reconocido patriotismo, sinceridad e influencia en sus respectivas ciudades y he ahí el por qué cada vez llaman a las puertas de sus conterráneos éstas son abiertas de par en par porque nadie duda de la sinceridad de estos hombres de probada reputación y menos en un momento tan solemne como es el en que se pide pan para contentar el niño que llora de hambre, ropa para vestir los que con su casa perdieron su indumentaria y dinero para reconstruir viviendas barridas por el meteoro y para indemnizar por caridad pública el mal causado por un elemento que no puede ser aprehendido ni castigado.

La otra cosa que merece elogio son los sentimientos del pueblo cubano que generosamente responde a llamadas de esta índole sin alegar que las suscripciones públicas son muy frecuentes o que la situación pecuniaria no les permite contribuir a la coronación de grandes obras.

Cuba será pues un país donde impera el cacique —como dicen muchos— pero, pese a quien pese el pueblo cubano no regatea socorrer a sus hermanos con una buena voluntad y generosidad que sobrepasa en todas las ocasiones las esperanzas de los que conducen campañas altruistas.

Otro rasgo de actividad que prueba que el Rotary Club de la Habana está siempre alerta fué el banquete dado por el club a los Generales cubanos el día 10 de Octubre. Este club, uno que descuenta por su actividad entre los 560 Rotary clubs que radican en otras tantas ciudades del mundo, no podía pasar por alto la celebración del 51º aniversario del Grito de Yara y para dar más esplendor a la fiesta invitó a todos los Generales cubanos que tomaron parte en la guerra que hace veintiún años terminó marcando una

época en la historia, dando una nación más al mundo.—“La República de Cuba.”

Montevideo

EL otro club que descuenta entre los de su categoría o sea entre los que tienen de treinta a cincuenta miembros. El profundo conocimiento de los principios rotarianos que posee el insustituible secretario del club Heriberto P. Coates hizo acreedor al puesto de honor que los directores de la International Association of Rotary Clubs acaban de conferir a don Heriberto y por ende al club de Montevideo y es nada menos que el reconocimiento de este club como la fuente de información y consejo a la cual deben recurrir personas de otras ciudades sudamericanas interesadas en la institución de Rotary clubs en sus respectivas ciudades.

El mes de septiembre no fué sólamente un mes aciago y de prueba para los rotarios de Cuba sino que también para los rotarios de los Estados Unidos y hasta Montevideo. Inmediatamente que los periódicos pintaron el desastre de Corpus Christi (Texas) los directores de la International Association of Rotary Clubs pasaron un telegrama al secretario del Rotary Club de esta ciudad anunciándole que International Rotary había acordado contribuir con diez mil dólares para las víctimas del desastre y que por el primer correo iba un cheque por la suma de dos mil pesos para atender las necesidades más urgentes. Los ocho mil dólares restantes siguieron pocos días después.

Dicho ya a grandes rasgos lo que los clubs de Cuba y los Estados Unidos hicieron para socorrer las victimas del huracán, que nació en el golfo mejicano a manera de monstruo marino que extiende sus tentáculos a las costas de Cuba y Texas

para morir matando, dirímos algo de lo que ocurría en Montevideo aquella misma semana trágica.

En la vecindad El Cerro contigua a la ciudad de Montevideo los frigoríficos que funcionan allí dejaron sin trabajo unos dos mill empleados y aquellas familias que se limitaban a vivir con el jornal cotidiano del cabeza de la familia pronto se encontraron cara a cara con el hambre y la miseria. El primer miembro del Rotary Club de Montevideo que supo las peripecias por que atravesaban algunas familias del Cerro fué don Eduardo Monteverde, quien en la primera sesión del club propuso que se donara de los fondos del club la suma de cien pesos para salvar la vida de una familia en extremo necesitada. No satisfechos los rotarios de Montevideo con ceder los fondos del club hubo miembros que espontáneamente ofrecieron contribuciones tan generosas como la dada por don Pedro Gil que ascendió a cien pesos más, y, para abreviar esta crónica baste decir que antes de terminar la junta los pocos rotarios allí reunidos habían recogido entre ellos mismos la hermosa suma de seis cientos sesenta pesos para socorrer la familia en desgracia.

Todo esto es lo que Rotary hace en donde quiera que existe una institución de este género y todavía hay quien pregunta ¿qué es Rotary y qué persigue?

En contestación a ésto daré hoy la misma definición que di hace ahora un año. “Rotary es una agrupación de exploradores que luchan y preparan el camino para las generaciones futuras por que aman a sus semejantes y desean su bien.”

Buenos Aires

EL cable nos anuncia que el nueve del actual quedó formalmente establecido el Rotary Club de Buenos Aires. Sentimos no poder decir algo más acerca del club que acaba de nacer en la capital de la Argentina. Sólo podemos anunciar que el internacionalmente conocido don Jorge Mitre, director del diario La Nación, es el presidente del club. En el próximo número quizás podemos anotar algo de interés con respecto a la institución de este club, y mientras tanto contentémonos con felicitar cordialmente desde las columnas de nuestro órgano los miembros que forman el Rotary Club de la gigantesca ciudad que se yergue risueñamente a orillas del Plata.

¡Animo pues rotarios de todos los países! Rotary se extiende rápidamente a todos los países porque “el que mejor sirve” se capta las simpatías de individuos y naciones.



El señor Gregorio Nieva es un miembro del Rotary Club de Manila (Filipinas) y vino a los Estados Unidos formando parte de la misión que hace meses se presentó ante el Gobierno de Washington con motivo de la independencia que los filipinos demandan. El rotario Nieva aprovechó la oportunidad de visitar varios Rotary clubs de los Estados Unidos ansioso de recoger impresiones y adquirir conocimiento práctico del trabajo de los rotarios estadounidenses para luego decir a los miembros de su club, en Manila, lo que representa ser un rotario y lo que Rotary hace en los Estados Unidos.

Notas Breves

En otras partes del mundo, tales como India, China, África del Sur, Australia, Nueva Zelanda y Francia, los trabajos de organización de Rotary clubs están muy adelantados y según correspondencia que se recibe en las oficinas centrales de los varios señores interesados en Rotary, en estos países, clubs quedarán muy pronto establecidos en los países mencionados. Calcuta, Shanghai y Hong Kong tienen ya Rotary clubs.

A Greater International Rotary

By Estes Snedecor

THE International organization as it now stands consists of Rotary Clubs as units, organized into the International Association of Rotary Clubs. Then the International Association is divided into territorial districts. A district governor presides in each district as the International representative to promote the organization of new clubs and to further the objects of International Rotary in his district.

These district organizations have been delineated, not according to national boundaries, or national sentiment. We have international districts. The 22nd district is an international district, composed of British Columbia, Washington and Oregon. That has been a beautiful thing in North America. It has worked very successfully in bringing about a fine interplay of feeling and of spirit between the Rotarians of Canada and of the United States.

Its success lies in the fact that Canadians and Americans approach Rotary in the same way. They are able to interpret Rotary into their national life in the same way. They understand the spirit of America, because they are a part of America. Their modes of living and habits of life and thought are quite similar.

Let us consider another district which is not international in character, District 24, comprising the clubs of the British Isles. In 1914, by approval of the Convention at Houston, Texas, the British Association of Rotary Clubs was organized, with a president and a governing council made up of two representatives from each British club.

Now, in the British Isles we have a peculiar situation so far as the International Association is concerned. The clubs in the British Isles, comprising District 24, are presided over by a district governor. This district governor is also the president of the British Association of Rotary Clubs. He is the head of the Executive Council of the British Association.

We have found that the Britishers do not approach Rotary in the same way we do. They do not interpret it in exactly the same spirit that we do. Their problems are a little different from the problems that we meet over here. They are so far away from our International Headquarters that they are not able to use those Headquarters in solving national problems and in directing national activities.

Other Minds Than Ours

The British Association sprang out of the desire upon the part of the British Rotarians to grasp the national problems of their country, to be of service to their country nationally, and also to interpret Rotary according to the national spirit and racial consciousness of the British people.

Some Rotarians in North America feel that it was a mistake to approve, at the Houston convention, the organization of the British Association of Rotary Clubs. But the men who have visited the British Isles feel that the success of Rotary in the British Isles is due in a large measure to the organization of the British Association of Rotary Clubs.

We are now beginning to expand in the countries of South America. We think of South

At the meeting of the "International Council" of Rotary held in August, at Chicago, one item considered was "Further development of the international character of our Association." Consideration was given the report made to the International Rotary Convention at Salt Lake City by Estes Snedecor, as chairman of the Committee on Constitution and By-laws. Rotarian Snedecor, elected Second Vice-President of the International Association at the Salt Lake Convention, was asked to present to the August meeting a further statement regarding the plan submitted in his report. The accompanying article is a transcript of his remarks.

America as just one great country. Every one of those countries has its own national spirit, its own national prejudices, its own national antagonisms to the other countries, but they all have an open mind to the great principles of Rotary. If we give them an opportunity to grasp these principles we are going to find that they will develop those principles according to their own national spirit. We are going to have a great international movement coming together in the International Association.

When we go into South America, into France, into Italy, we meet another problem mentioned by Secretary Perry—that of the difference of language. We cannot hope in Chicago to publish a magazine which will fit the needs of the Rotarians speaking the Spanish language. We cannot hope to publish in Chicago the official organ of Rotary which will serve the purposes of the Rotarians of France.

So, inevitably, as the International Association grows, the Rotarians of North America must give up the International Association, and use a North American Association to carry on the extension of Rotary in North America, to supervise and direct its national activities in Canada and in the United States, and possibly in Cuba.

Proposed Plan

There are some leading Rotarians who still believe that the International organization can function thru districts; that all we have to do in these other countries is to develop a district organization with a district governor at the head, and still hold all of the reins and direct, in a large measure, all of the activities of Rotarians throughout the world from the Chicago office.

Here is a plan which was proposed at the Salt Lake City Convention: All clubs shall be directly affiliated with the International Association of Rotary Clubs; those clubs shall be divided up into national, or continental, divisions; each continental, or national, division shall be divided up into districts, as the growth of Rotary in those national divisions may justify and warrant; each national division (I use that as the term we will apply, altho it will comprehend continental divisions) will have its officers, its boards of directors, its official organ to interpret the spirit of Rotary in that country and to be used by the Rotarians of that country in developing Rotary in that country and in directing its activities.

Each national division will hold an annual convention to deal with the problems of Rotary and

with the application of the principles of Rotary to the national life. Every few years we would have a great International Rotary convention. At that international convention we would deal with the problems which are international in their character.

Possibly during the year in which we hold the great International convention, we would not hold national conventions. At the great International convention we would set aside one day, or possibly two days, during which the national divisions would elect their officers and transact such business as might pertain to their national organizations.

If we should get this great international scheme working before 1921, the Rotarians of North America would probably charter the first class passage on the greatest liner; have six days going over to Edinburgh, during which time they could hold a great continental convention and transact all of the business relating to Rotary in North America. When they got over there they could throw themselves into a great international meeting, the purposes of which would be to discuss questions of international import, the extension of Rotary into other countries, the principles of Rotary which apply internationally.

The International organization would function thru an International Assembly and an International Council. The International Assembly would be made up of the officers of each national, or continental division, and one additional representative for every fifty clubs in each national division. This assembly would meet once a year. It would be the legislative body of the International Association. It would have within its keeping the international policy of Rotary, the international program of Rotary, the fundamental objects of Rotary. No national organization could change them.

How It Would Operate

The International Council would be the executive body of the International Association, would be made up of the officers of the International Association, and would be elected from the membership of the International Assembly. A provision would be made that no more than two of these officers could be elected from any one country.

Starting at the head, let us see what we have: The International officers, comprising the executive council, called the International Council, meeting possibly twice a year; the International Assembly, made up of the officers of all of the national divisions and also one representative from each national division for every fifty clubs, or major fraction thereof, in each division; that would be the legislative body of the International Association. Then from that you would step down to the national divisions. You find at the head of each division, national officers comprising the national board of directors of each division. Then the districts presided over by district governors, and from the district down to the unit, the club.

That is my vision of truly international organization. I don't know whether we are ready for it or not. I'd like to hear the men from Canada speak. Governor McCullough told me the other

day that if they had had some form of national organization in Canada during the first three years of the war, Rotary would have been able to have made itself felt as an international organization, just as Rotary was able to make itself felt very powerfully in the United States, owing to the fact that the international organization was used by the Rotarians of the United States in carrying on the war activities of their country.

The Canadians do not want to lose the fellowship that has been established thru our conventions in the past. The Rotarians of the United States are just as loath to lose that same fellowship with the Canadians. In this international scheme which I have outlined, we would provide for the organization of the North American Association of Rotary Clubs. In order to meet the situation which is bound to arise wherever Rotary seeks to apply itself to national problems, we would appoint a committee of Rotarians in Canada, and a committee of Rotarians in the United States, and a committee of Rotarians in Cuba, these committees to be called Advisory Committees.

Whenever a question of national policy should arise in Canada, in which it would be felt that Rotary might be of service, the question would be referred to this advisory committee by the board of directors of the North American Association. The committee would make recommendations back to the board. If the recommendation stated that the Rotary Clubs of Canada should take up this problem and should perform this national service, then the Headquarters of the North American Association would be put into action to help the Canadians carry out that program. The same procedure would apply to the United States and to Cuba.

Must Have Less Conceit

The further we go into an international organization, the less conceit we must have. We must recognize the fact that every country has its national pride, and its national spirit. They are just as sincere in their desire to grasp higher principles in the conduct of business, higher principles in life of friendship, higher principles in life of service.

The Rotarians of North America have no copyright on those principles. Other nations have been thinking along the same line.

We have been able to organize those principles into a great movement of business men. If we give them the benefit of our experience, give them the principles which we have formulated and suggest to them that possibly the business men of these other countries may find these principles just as valuable in an organization built up in the same way, then allow them to develop those principles according to their own national spirit and racial consciousness, we will do a great service.

I do not feel that the Rotarians develop over there will try to pull away from us. They will come closer and closer to us. When we do that, we must ask those Rotarians to take the same part and the same responsibility in a great international organization in carrying Rotary to all of the commercial centers of the world.

They can make their contribution possibly to International Rotary. We must give them an opportunity to do so. The British clubs feel that the International Convention is our convention, and that the conference they hold over there of British Rotarians is theirs. We cannot make it otherwise until we create some method over here of dealing with our national, or North American, problems. We ought to release our present International Rotary into a larger sphere of service and make it truly international in character.

As a Canadian Sees It

(Dr. Crawford C. McCullough, of the Rotary Club of Fort Williams, Ontario, is governor of the Nineteenth District, comprised of clubs in three provinces of Canada. He commented upon the plan for a greater organization of International Rotary as presented by International Vice-President Estes Snedecor. The following is a transcript of his remarks.)

I WANT to compliment Snedecor upon the marvelously clear presentation of his proposal, which he has evidently so carefully worked out. This proposal involves a broader vision of Rotary than perhaps many of us have yet conceived. So broad a vision is it, that we are forced, if we have not been previously, to the conclusion that Rotary, to paraphrase the statement made by Arch Klumph at Atlanta three years ago, is really Applied Christianity.

If it is that, it can do no better than follow the precepts of the Great Teacher to go into all the world and preach the gospel. It follows then, that Rotary is not inherent to one country, or to one continent, and not to be confined to one continent or one country. It must take on the character from which it gets its genesis. It must go into all countries and carry its gospel of Applied Christianity, fairness in business and general high ideals of life, into the practical affairs of life.

That it has come to an American citizen, Estes Snedecor, to conceive a plan to forward this great ideal and to present it for the first time to an International Convention, at once is a tribute to the vision of this great nation which gave Rotary to the world—a fact which all of us from other countries must not forget—and a practical illustration in a truly large way of the meaning of SERVICE ABOVE SELF.

Political Boundary Lines

To the United States we owe the conception of Rotary. The United States gave birth to the man in whose mind the idea first took root. All other institutions, which have been so beneficent in the United States, have gone out to other countries, carrying the message of freedom and of government as the case may be. That, I take it, is considered one of the missions of this great country, as was evidenced by the very central position which President Wilson has just recently occupied in the Council of Nations at Paris.

Speaking as a Rotarian of the proposed North American Division, we have this to remember as American citizens or as Canadian citizens: that, whereas we can get together on the broad, com-

Another Rotary Country

Another country has joined the League of Rotary Nations—Argentina—a Rotary club having been organized in Buenos Aires on the 9th of November, according to the following cablegram received at International Headquarters:

Buenas Aires Rotary Club established today in presence of duly authorized Montevideo representatives. We send greetings. Jorge Mitre, president.

Jorge Mitre, president of the first Argentine Rotary Club, is the editor of *La Nacion*, one of the greatest and most widely known newspapers in the world, which was founded by his father.

mon basis of the ideals of Rotary, and whereas we can get together on the great common ideals of democracy, no matter where we live on this North American continent, yet there is a boundary line between three nations—Mexico on the south, the United States, and Canada on the north. The boundary line on the north, thank God! is more or less an imaginary line.

Nevertheless, there is that political boundary. We of the North yield to no nation superiority in the conception of what liberty means, of what are the practical ideals of democracy, but we follow our ideals in essentially different ways from yourselves. Our system of government in Canada is different from your system of government. Our national ideals have certain traits that are peculiarly our own, as you have some that are peculiarly your own. You are a people that are more spontaneous than we are. There are innumerable differences between us which on the surface are not apparent, but which at bottom are very real.

As one of the committee of Canadians at the Salt Lake City Convention who went to the Committee on Constitution and implored that in the North we be given some sort of Advisory Committee to advise the International Board on purely national affairs, I feel that I ought to reiterate what I said to Snedecor a few days ago. It was this:

The Rotary clubs in the United States were perhaps, collectively, one of the greatest forces in helping to carry on United States' activities in the war, because they acted collectively, took hold of national problems and put them thru. In Canada we were in this war from the beginning. There is not a home in my country which does not know the grief that war has brought. We have Rotary clubs from the Atlantic to the Pacific, extending over 3,000 miles. For the first three years of the war, Rotary did not function as it should have functioned in the Dominion of Canada. We were isolated, small clubs and large clubs, each doing a local duty, but attacking nothing national. I am very glad the International Board has approved this scheme of having an Advisory Committee on purely national affairs for each country in the North American division.

Purely National Affairs

Those affairs that are purely national must be referred to the nation to which they belong. As Rotary grows, as Rotary extends throughout the world, this will be seen to be more of a necessity in countries whose people speak a different language from our own, in countries with some of which perhaps we have no common ground upon which to stand, not even the ground of common custom or habits. If Rotary is to be a power in that country, Rotary must be interpreted in the spirit and special national characteristics of the people of that country.

I appeal to you to take a very broad view of this question. Take the view that you have taken during the last three years of world affairs. Do not cramp yourselves by ideas of isolated power. Take the idea of world-wide service. Give this proposed plan of Snedecor's your very careful consideration, always with the open mind and always with the thought that tho in America the idea of Rotary arose, and tho in America it has now reached its highest conception, yet the work has only begun. Perhaps the one great service that America can yet render is to carry Rotary throughout the nations of the world.

Dangerous Ground

By Everett W. Hill

THE biggest question before us today, the question bothering all countries, is the Labor Question. We must face this question now and determine a solution. In the past it has been said to "Tread lightly for this is dangerous ground and we had better keep off." It is dangerous ground if we do not get onto it and that quickly. We must all realize by now that we must take a hand and lend our weight toward stabilizing affairs.

You are reading and hearing of strikes everywhere; countries in turmoil over strikes; business stopt; industry interrupted; an economic revolution almost upon us. Each man, employer and employee, has his part to play and will be called upon to play it. Not only is Capital and Labor interested, but the community at large is mostly affected. How can we best do our part in bringing about a solution of this world-wide readjustment problem?

Rotary Cannot Be Neutral

The industrial situation has reacht a stage where the masses of the people are determined that would-be strikers shall show some consideration for the public. The masses of the American people do not intend to stand for an autocracy of a class of workers any more than they intend to stand for an autocracy of capital. They intend to see that both Labor and Capital get a square deal, but that both shall keep in mind the interests of the general public.

And here it is that Rotary should stand. We cannot travel a neutral path and weather the storm; we must stand for RIGHT. We should spread our doctrine of SERVICE ABOVE SELF and practice it in our everyday walk of life. We have work before us and should awaken to the fact that our countries need men of true heart and sound mind. It is time to act and strike for the cause of humanity. A man neutral on this subject today is a man afraid.

For a moment call to mind what the American coal miners want. A six-hour working day and a five-day week, besides a trifling increase of 60 per cent in wages. Suppose this is all granted, then what? Just a little boost of a dollar or two in the price of the 500,000,000 tons of coal that go to the 100,000,000 people. You see, Mr. Consumer, that you are a third partner in this coal business—the dominant partner since it is your money that both the other partners live on.

Uneconomic Demands

The idea of granting demands, which are uneconomic and which must increase the cost of production, because of the desire to avoid trouble or suspension of business or of reducing profits, must be abandoned. Every employer, manufacturer, and producer, should take a firm position. He knows what is economically fair, what the business can stand, what is a fair price, and he should adopt a definite attitude and policy.

Glenn E. Plumb, general counsel for the railroad brotherhoods, told the senate interstate commerce committee that "labor must retain the right to strike to lower the cost of living."

But Plumb can produce no proof to back up his statement. Strikes do not lower the cost of

THIS is the third article in the symposium on the question of relations between employers and employees which THE ROTARIAN is publishing in an effort to bring to the consideration of this problem information from various sources and different angles. Rotarian Hill has been a close student of labor conditions for years. He is past president of the Rotary Club of Shawnee, Oklahoma, and president of the Western Ice and Cold Storage Company. This article is an address delivered before the Rotary Club of Kansas City, Missouri.

living. They curtail production. This means a smaller supply to meet the demand. Where demand becomes greater than supply, prices inevitably advance. During the period of a strike, the strikers find it still more difficult to meet the cost of living because they are no longer drawing salaries with which to pay their expenses.

As for the general public, even the end of a strike does not mean a return of pre-strike prices, because concerns affected by the strike find it necessary to keep prices up in order to reimburse them for the losses sustained when the strike was on.

No man can look with disfavor upon an honest demand or desire for increasest compensation for work honestly performed, and no right-thinking man should for a moment consider the employment of men at less than a fair wage. On the other hand, no right-thinking employee should demand wages in excess of the actual value of the service rendered by him, and he should not stand behind the shield of the joint protection of an organization and deem himself thereby permitted to give less service than that rightfully called for in his line of work.

Problem of Many Phases

The principles of all labor unions, as announced in their constitutions and other literature, are not subject to criticism. A man who truly lives up to the principles so announced is a worthy citizen and one who will at all times perform every duty incumbent upon him. Therefore, no right-thinking man can quarrel with or take exception to the principles which underlie the formation of labor unions.

But, unfortunately, in every conflict which arises there is a large element of men in every labor union who disregard the principles announced by the constitution and by-laws of their order and look first, last, and all the time, to the exercise of brute force and the destruction of property and property rights as the one means of compelling the granting of the demands made by them, and as a necessary intimidation of capital to make such demands easy and quick of success.

This labor question has many phases and channels. But to come down to the discussion at hand, "The Relations Between Employer and Employee," time will not permit further generalities and argument. This is a subject receiving the

attention of thousands of men not only among employers, but of men in all walks of life.

We must grant, in the beginning, that a living wage is necessary. What is a living wage and how is it determined? This is a question open for argument. You can, only upon investigation and experience, determine the answer. It varies in different localities.

Labor is asking a larger share of the joint product of money and labor and there is merit in the claim, but the chance of getting it is not advanced nor the justice of it more widely recognized by the refusal of labor to produce.

The true wage is exceedingly hard to determine, for articles that were formerly luxuries are now listed as necessities.

As employers, we must face the labor question broadly. We must grant the workman his hearing. Labor and capital are closer today than in any period of life. The grimy lad in the engine room and the pampered son of the "boss" were drafted under the same law; they trained in the same camp; they went "over the top" shoulder to shoulder. This should have its effect and be a factor for harmony in the future.

Interests Are Identical

The interests of capital and labor are identical. There will always be disputes between capital and labor, tho both are governed by knowledge of the mutuality of their interests; because even partners, while working heart and soul for success, will have differences of opinion as to the portions of the profits to which they are respectively entitled.

Capital and labor, both, must take a broader viewpoint than heretofore. There must be no "stand-pat" attitude by either. Business must be stabilized before labor can be largely employed; production must be maintained before labor can be benefited.

The outstanding fact in the world today is that the masses are demanding and receiving an increasest share in the determination of their own lives. There is no such thing any longer as "Private Business." All business is public in the sense that the management and the public are involved in the way it is conducted.

Service Is Test of Business

When we realize that *all* business, and not merely public utilities, must be tested by the service it renders; when we come to the realization that all business is subject to the test of its responsibility to the public; then we are in a position to meet the specific question in the minds of all of us.

Workmen cannot understand the many troubles that confront the business man because they have never been taken into his confidence. Labor has opposed scientific management because of lack of understanding. It is up to business men and employers to teach the business to their workmen.

Do away with class jealousy as much as possible. Mingle with your employees at every opportunity. If you are a manufacturer, leave your

ALL business is public in the sense that the management and the public are involved in the way it is conducted. When we realize that all business, and not merely public utilities, must be tested by the service it renders; when we come to the realization that all business is subject to the test of its responsibility to the public; then we are in a position to meet the specific question in the minds of all of us.—Everett W. Hill.

office now and then for a walk thru your plant; take an interest in the work of your employees. Do you realize that what you manufacture or sell has a human element in it? The war has taught co-interest. Instill this thought into your business. Teach enthusiasm by being a living example.

Labor does not want to be treated as a commodity. This is a great objection of the workers. They do not want to be bought today and not bought tomorrow. But while they are trying to solve this problem they are evolving a lot of fantastic ideas.

The problems can be solved by conferences with your men, your real workmen, not the walking delegate or agitator. Call in some of your men now and then and talk with them concerning their work, their future, their home life, etc. You will not only educate yourselves, but your workmen as well. Make them feel that they have an interest in their jobs. No business is so large that it can afford to lose the human touch.

Let us pause a moment and ask ourselves this question, "Can a man be his own boss?" There is no man living, and no man ever has lived, who can be or was "his own boss." No man can work, and no man ever has worked, just for himself. The workman is under a foreman; the foreman under a superintendent; and so on up to the responsible executive, who has scores of "bosses." For not only his customers, but trade conditions, financial conditions, public whim and fancy, all "boss" and dictate the policy of business. Just so does the community have an interest in every business.

Loyal—to Whom?

Don't ask men to be loyal to you, ask them to be loyal to themselves. If they are loyal to themselves, they will strive to perform their tasks in a creditable manner for the sake of the advancement it may bring them, and they will be obedient to you if you are able to make them believe that you can direct their careers toward the accomplishment of their ambition.

Should you attach to yourself, some of your men thru bonds of friendship or admiration, remember this, that such, to burn a steady flame, must be fed constantly with the fuel of successful achievement. People, particularly employees, do not long admire you for what you have done. To possess their continued admiration you must continue to do things.

It pays to be honest and sincere with everyone and particularly with men who work for you. One of the most crooked and foolish things business men do is to attempt to hire men cheaply by misrepresenting the prospects for promotion and increase pay. The employer should regard the employee's services as the latter's capital.

Give your men credit for what they do. Praise goes far toward attaining results. If you must censure, mix it with praise when possible, and censure that is not so blended should be followed by praise at the first justified opportunity. Crushing criticism is responsible for about as much inefficiency as late hours. An employer should establish a reputation for being honest and decent; he should not pretend to be more than an average human being.

What greater tribute could your employees hand you than this: "The old boy is *there*, and he's on the level all the time?"

Debt to Community

Do you take an interest in your employees' welfare? Put on a "safety first" campaign and watch results. Look into the health of your employees and that of their families. A workman cannot give undivided attention and concentration to his work when assailed by worries. One man properly housed and contented in his home life will be of greater worth to you than two men living under adverse circumstances.

Do you individually, or thru your firm, take an interest in civic and community betterment? No person nor industry can live unto itself alone. Your interest must be felt and your influence must reach out into your community. By becoming interested in public playgrounds and parks, in churches and schools, you are aiding in affording recreation and bettered living conditions for your tired workmen and their families.

This brings us to another subject. If, as employers, we would take note of local conditions as to wholesome recreation and entertainment for our employees, we would have different cities, free of vice and contamination, and also bring to us the proper kind of men as employees that would repay us many fold.

Each employer of labor has his local disputes and troubles. He should start his investigation now as to the reason for unrest and dissatisfaction. If possible, he should adjust his own difficulties. Settlements by reasonable argument and thru common understanding have done far more than settlements by mere power of capital or force of numbers ever could do to make satisfaction permanent.

The war has taught many lessons. During the progress of the great conflict the national necessity for applying compulsion to both sides brought employers and employees together.

The extent to which differences during the war have been settled by conferences and compromises and thru the efforts of established tribunals, should have a lasting effect upon the relations between employer and the employed.

Equal Rights as Men

Minor difficulties should be left to committees to be solved with the employer, as a mere part of the day's work, thereby ending small disagreements which in the past often grew into serious quarrels.

Let us bear in mind that the man who labors for the man who labors should remember that the two laboring men have equal rights as men and that both should be given fair treatment. We must be calm and fair, and let us hope that both labor unions and employers will not be so unfair to humanity at large as to fail to see that right and justice must prevail.

THE industrial situation has reached a stage where the masses of the people are determined that would-be strikers shall show some consideration for the public. The masses of the American people do not intend to stand for an autocracy of a class of workers any more than they intend to stand for an autocracy of capital. They intend to see that both Labor and Capital get a square deal, but that both shall keep in mind the interests of the general public.—Everett W. Hill.

Let me read to you a practical creed for nowadays. This was found among the papers of one Thomas Van Alstyne, an electrical engineer for the Westinghouse Company, who died at Hanley, Canada, October, 1913. This creed is suitable for all classes of men and if adopted and followed would end all labor troubles.

A Creed for All

1. To respect my country, my profession, and myself. To be honest and fair with my fellow-men as I expect them to be honest and square with me. To be a loyal citizen of the United States of America. To speak of it with praise, and act as a trustworthy custodian of its good name. To be a man whose name carries weight wherever it goes.

2. To base my expectations of a reward on a solid foundation of service rendered. To be willing to pay the price of success in honest effort. To look upon my work as an opportunity to be seized with joy and made the most of, and not as painful drudgery to be reluctantly endured.

3. To remember that success lies within myself—my own brain, my own ambition, my own courage and determination. To expect difficulties and force my way thru them. To turn hard experience into capital for future use.

4. To believe in my proposition. To carry an air of optimism in the presence of those I meet. To dispel ill-temper with cheerfulness, kill doubts with a strong conviction, and reduce active friction with an agreeable personality.

5. To make a study of my business. To know my profession in every detail. To mix brains with my efforts and use system and method in my work. To find time to do every needful thing by never letting time find me doing nothing. To hoard days as a miser hoards dollars. To make every hour bring me dividends, increase knowledge, or healthful recreation.

6. To keep my future unmortgaged by debts. To save as well as to earn. To cut out expensive amusements until I can afford them. To steer clear of dissipation, and guard my health of body and peace of mind as a precious stock in trade.

7. Finally to take a good grip on the joys of life. To play the game like a man. To fight against nothing so hard as my own weaknesses, and endeavor to grow in strength, a gentleman, a Christian.

So I may be courteous to man, faithful to friends, true to God, a fragrance in the path I tread.

What greater labor creed or creed for business living could a Rotarian or non-Rotarian adopt than this creed just read?

America's Unexplored Counties

By H. S. Gilbertson

DID you ever hear any one whistling "My COUNTY 'tis of thee, etc.?" You never did. People simply don't do it. It never occurs to them. Every now and then one sees something about "My City Oakland" or "Do It for Rochester," but who was ever exhorted to "Do It for Pike County"? Our college teachers dismiss the subject of county government with perhaps a ten minutes' discussion in a half year's course of lectures. Rarely does one see the county at work. In short, nobody loves, or knows a county.

But we Americans had better know them! They are more intimately wrapt up with our national life and our personal welfare than we have ever dreamed. This we will go into later. For the present let us indulge in a little muckraking which will not prove anything in particular but may nevertheless be suggestive.

At the New York constitutional convention in 1915, counties, like every other department of government, were put under the microscope by a special committee which conducted public hearings, to which interested citizens were invited. But except for a few reformers, nobody came. Nobody except a big delegation of county clerks, who had just organized to fortify themselves against changes in the system. So, let us hear from them.

Dark Corners

First, there was the representative from the center of the state who very blandly announced that the people where he came from were perfectly satisfied with their government and intimated there would be deep regret over any change.

This man was followed by a clerk from a Hudson River county who was equally optimistic and went to some pains to show in detail just how very well the people down his way were being served.

Similar testimony from a county in the capital district was given.

Then up spoke a clerk from near the border of Pennsylvania; the people of this neighboring state had conceived so great an admiration for his county government that they were longing to substitute it for their own.

So much for the official testimony. Now for a few collateral facts:

From the central New York county: Within two months after the hearing a grand jury investigation revealed a situation in the county jail the description of which does not lend itself to print. Indictments followed.

From the Hudson River county: The State Comptroller, shortly after, completed an investigation of its affairs. His report reeks with accounts of flagrant and intentional violations of the law on the part of not one but nearly all the county officers.

From the capital district county: The hearing itself brought out a political squabble between the sheriff and the board of supervisors over the expediency of raising the salaries of the sheriff's cook and the minor employees. They could not decide it locally, so they had taken it to the Legislature, which had solemnly enacted a law on the subject.

Will political democracy survive in the United States and solve the difficulties which the country faces? A Rotarian, a successful banker and farmer, B. F. Harris of Champaign, Ill., says that "Individually we must all be members of the governing class." The National Short Ballot Organization has been urging, for some time, a change in American election methods, by a reduction of the number of candidates so that the fewer elected officials would be more directly responsible to the great mass of voters. H. S. Gilbertson, author of "The Dark Continent of American Politics," interested in the work of the Short Ballot Organization, has written this article, "America's Unexplored Counties," to help forward the "Short Ballot" propaganda.

From the near-Pennsylvania county: The county treasurer here had shortly before committed suicide when confronted with a shortage of \$90,000, which he had put over by his political mastery of the board of supervisors.

New York is not unique. In very recent years the county jails of Massachusetts have been described by reliable witnesses as "schools of crime," while in Alabama, of the same institution, it has been said that the "vile, pernicious fee system beggars description." The county almshouse of Texas has been pictured as "the saddest and most sordid spectacle in American community life." The states of New Jersey, Louisiana and Illinois are credibly reported to house insane patients in jails. There is more of the same sort of thing from many other states.

Is everything in your county, behind the scenes, as serene as you think? It might be well to make sure.

Paying for Things Twice

A FEW years ago when the government of Los Angeles County was undergoing revision it was found that the people there had been paying for three separate, independent groups of officers for keeping the peace: the sheriff and his deputies, the constables of the several townships and the police of the city; that their duties were much the same; and that the first two, at least, were doing their work badly.

In this same state of California there are many localities where two or more sets of assessors, one for each of the cities and one for the county, are sent out to get exactly the same information with regard to the valuation of property for tax purposes.

The City Club at Milwaukee in a recent inquiry found that while the city was maintaining an emergency hospital, a tuberculosis sanitarium and a corps of milk inspectors, the county maintained similar services thru a general hospital, a tuberculosis hospital, a visiting physician and a district nurse. The county jail and the police station were in close proximity, but each under separate control. Where the county handled public works thru an engineering department, the city operated thru a highway department, each unit requiring practically the same sort of administrative and technical direction. City and county did their purchasing separately. Separate

city and county government bodies added materially to the expense of government.

Boston is overlapt by the government of Suffolk County. Cook County, including the City of Chicago, is one of twenty-two local governments. Around many of the larger cities of Ohio, also, school districts and other local units have developt in great numbers with counties overlapping all, and a great confusion of authority.

This is the story everywhere that populous communities have grown up. In fact, in a considerable number of cities the counties in which they are situated are identical or almost identical in area—Philadelphia, St. Louis, Denver, Schenectady and New York all answer to this description. The county, which was devised for a simple rural state, has stayed right on in the business and tried to cope with a good many city problems, with antiquated, out-worn instruments. The outcome has been two governments where one would do, and duplication of service. Think of all the W. S. S. that could be bought with the money wasted!

Democracy Gone to Seed

ONE of the abuses that most galled our dear old fathers of Revolutionary days was the fact that the King's business in the colonies was lookt after by men not of the colonists' choosing. Ever since, it has been easy to persuade American voters that they are being buncoed if they do not have the electing (not simply the controlling) of every public officer.

That in so selecting (or trying to select) too many, they lose control, has only in recent years begun to dawn upon them. A man with two arms and two feet can drive an automobile which has four control-levers. He would not gain better control but would lose it if there were ten control-levers to manage.

In the disruptive process which went on for half a century to destroy popular control under the forms of a more complete democracy, counties were the chief victims. In every state but one, sheriffs, for instance, were made elective; in nearly every state, also, coroners, district attorneys, poormasters, county surveyors, county clerks were set up as separately elective.

The result of this tendency was, of course, the long "bed-quilt" ballot, as a Chicago newspaper man called it. Its influence in urban counties has been particularly destructive. In fact, there the county contributes as a rule, by far the greatest number of offices to be balloted for by the average citizen.

In the year 1910, before the adoption of its present charter, the Los Angeles ballot contained the names of candidates for forty-five separate offices. Twenty-eight of these belonged to the county-township system. The Chicago voter casts a ballot for twenty-five or more local officers, including the sheriff, treasurer, county clerk, clerk of the probate court, clerk of the criminal court, president of the county commissioners, ten county commissioners and judge of the county court. The Omaha voter selects thirty-two dep-

uty tax assessors. This in the name of democracy.

The fact is, elections under these conditions become petty sporting events when the stakes are the private fortunes of two opposing groups of men. If that is democracy; let's have more of it. If it isn't, let's send it to the scrap heap. And bear in mind, if you believe in the simplified government that the people can run, the place of all places to get busy right away is in county government.

The Jungle

TWO heads are not always better than one, in spite of the old saying. Most counties have at least a half dozen and, paradoxically, they have none at all. The answer follows:

Bear in mind that each elective officer gets his commission direct from the people. Every one ranks equally with every other. None is subordinate. Each is, legally, responsible only to the laws and to the people who elected him. That is how counties happen to be hydra-headed.

On the other hand, none of the 3,000 counties in the United States, with two or three possible exceptions, has anything corresponding to the mayor of a city or the governor of a state. Everywhere county government is built on the theory that it must be kept weak. The fear is, apparently, that a strong executive might take things into his own hands.

The way really to appreciate the many-headedness and the headlessness of county government is to plot it out on paper. This was done once for the typical New York county. The result resembled a picture of tangled telegraph wires after a blizzard. Instead of the lines of responsibility converging to a single point, as they would in any unified organization, they ran off in a hundred unexpected directions. It was this strange picture which suggested the nickname "Jungle" for county government generally, for New York counties are not exceptionally bad in this respect.

By all rules of organization since time began the thing should not work at all. The whole system should be in a constant state of riot. But—and thereby hangs the tale:

County governments, like other irresponsible political units without suitable heads, have a strange way of growing them outside their own official bodies. It comes about in this way:

With the large number of offices to be filled, and so many conflicting interests to be reconciled, it becomes impossible for the ordinary citizen to see daylight thru the jungle.

Expert help becomes necessary. And true to American adaptability, the expert has long since appeared on the scene, the politician who knows where the votes are, how they can be manipulated and how the rewards of the enterprise can be gathered in. This is the man (or it may be *men*) who makes up the tickets at election time. Sometimes he is irreverently called the "Boss." Sometimes he holds down an office himself, oftener not. He it is who keeps the legally independent county officers working together in some sort of harmony, in order that the machine may not be discredited.

And the very thing which our fathers feared, centralized power, has made its appearance in the county, and in an irresponsible form.

A Ease of Political Supplies

IT would be a matter of comparative unimportance that counties have bosses and assistant bosses—in short, a governing class—if the thing stopt there. But it doesn't. The county

system is spread like a blanket over the whole country. If every county has its governing class, as we believe it has, it becomes a matter of nation-wide importance.

That the various local governing classes get together and work together every one who has been to an old-fashioned state party convention knows. Everything there is run off by counties.

Under direct primaries it has been more difficult for the elements to get together, but they manage somehow.

Thruout the nation-wide system of party organization the county is undoubtedly the strongest element, except possibly in New England. For-

The great war has put us in a new world. In this new world we must resolutely cling to the old things that were good, but we must also fearlessly adopt the new expedients imperative to bring justice under the new conditions.—*Theodore Roosevelt*.

mer Boss Platt of New York, in his autobiography, hoots at the reformers' claim that local politics has nothing to do with national questions, such as the tariff or the Mexican issue. And he is right. It should not have anything, but, as a matter of fact, it has everything to do with them! Or rather with the selection of the men who do handle them. A single powerful county organization in a close situation might easily control a pivotal state and dictate the selection of a president.

One reason why the governing class flourishes so bountifully in the county is the almost total lack of any special qualifications for filling the offices (except the district attorney).

Another attraction is the numerous fees which are paid in probably the majority of counties, in lieu of stated salaries. In large counties having an enormous business the compensation from this source is often out of all proportion to the services rendered. Thus, the sheriff of New York County, up to two years ago, received annually about \$60,000 in this way. The county treasurership in Cook County (Chicago) was estimated to be worth about \$125,000 a year (nobody but the Treasurer knew just how much).

It must not be supposed that these rich prizes remain the exclusive property of the individual officer. No small part of them goes to swell the party treasury and keep the political machine from running down for lack of fuel. County government is a most resourceful base of supplies for the whole extra-legal, unofficial political system.

True County Politics

FLEAS are good for a dog; they keep him from meditatin' on bein' a dog."—DAVID HARUM.

It might be said with equal wisdom that the multitude of county offices, elections and spurious issues in county politics keep the citizen of the county from "meditatin'" on the fact that he is a citizen, that he is capable of something better than umpiring fights between rivals for the honors and emoluments of the various offices, and that there are questions of real importance to be discussed and public policies to be decided upon—yes—even in county government.

Fortunately, county affairs are being meditated upon. It is being discovered, for instance, that county governments can do much to promote rural

health. Squalor, bad housing and contagion are not confined to the congested quarters of great cities. County health organizations like the efficient ones in North Carolina, with their trained county health officers, laboratories, publicity service and free medical examination, are making the country districts "more decent places to live in."

During the past eight or nine years there has been a fruitful campaign for the establishment of county institutions for the care of persons afflicted with tuberculosis. This is something quite consciously different from the old handling of the pauper sick, for it was found difficult to persuade many people in need of proper treatment to go to an institution to which a long-standing stigma is attached. New York, Wisconsin and other states have made great progress with the new type of county hospital.

Quite as fundamental to the welfare of the rural county as turnpikes and bridges is the awakening of its intellectual life. The schools meet this demand only in a limited way, leaving the adult population and the graduate of the common and high schools for the most part unprovided for.

The federal commissioner of education, P. P. Claxton, says that 70 per cent of the population of the country has no access to any adequate collection of books or to a public reading room. In only about a third of the counties of the United States is there a library of 5,000 volumes or more.

Why not less "politics" and more county libraries? A number of the states are going in for them—Ohio pioneering, California leading with a state-wide system.

Thruout Oklahoma and in Los Angeles County, Cal., there is a new officer called a "county defender," who takes the place, for the poor, of the hit-or-miss system of appointing counsel to represent the accused. Should every county have a defender? Perhaps, and then again perhaps not. It is worth debating.

There is a field also for constructive work in county as there is in city planning, which calls for a carefully thought-out system of roads, parks, sewers and schools. The Westchester County (N. Y.) Chamber of Commerce has a county planning committee.

But movements like these for better things do not spring up out of the ground. They come from some personal initiative and organized effort. County citizenship needs constructive leadership such as is being furnished by the North Carolina Club at the University of North Carolina, which is teaching the people, thru Home Study Clubs and systematic publicity-service, to know their counties and their needs.

But county governments themselves also sorely need a complete readjustment of their relations and attitude to the citizens and their needs. That means rebuilding the very structure.

Lightening the Load

JUDGED by its fitness to cope with the needs of the people the county is in the same class with its original contemporaries, the spinning wheel and the stage coach.

There is, for instance, the modern rural police problem. Two or three years ago a district attorney of Niagara County, N. Y., complained that nearly every postoffice safe in Western New York had been robbed, and added that he could not recall that any one had been convicted of these crimes. Hundreds of such situations at least revealed to the citizens of the state and finally

to the Legislature the need of some agency which would really do the police work which in the past has been entrusted to the untrained, politically-selected sheriff and constable.

There was established, accordingly, a State Constabulary which has the great advantage that it can mobilize its forces at any time wherever they are most needed. In Pennsylvania, such an organization, since 1902, had achieved an enviable record.

State Supersedes County

Another field in which the state, to a much greater extent, has superseded the county is that of institutional care of dependents. Few counties are better equipped to give, let us say, the insane, anything more than custodial care. In some states, as we have seen, this means sending them to jail as though they were actually possessed of evil spirits. But when the state takes over the insane it gets them in larger numbers and can classify them for treatment according to individual needs. This is impractical in counties.

It is also generally recognized that penitentiaries no longer belong in counties. Jails at their best exert none too good an influence upon their inmates. If convicts, like other sick people, can be given specialized treatment instead of being herded together, indiscriminately, in violation of the law, the crime situation will be that much relieved. Massachusetts, New York and Michigan were the leaders in taking this responsibility away from the counties.

In the domain of highways the county, under the pressure of the good-roads movement, has been rapidly yielding its control to the central government. The road needs of the whole country simply outgrew the county. They could not be taken care of efficiently by so small a unit.

In the course of railway development everywhere the old lines of tributary traffic by wagon road from the farms to the shipping centers were greatly modified. Traffic from one county destroyed the roads of another, without indemnities to the latter.

Modern road construction, particularly since the advent of the automobile, has created technical difficulties far beyond the capacity of local officials to solve.

More than five-sixths of the state governments have recognized that they must step in with a program of road building with advice and supervision and even with financial aid. In Iowa all road work in the state is in the hands of a single state highway department.

The release of county governments from some of these responsibilities will leave them that much more free to attend to their own proper business.

One Government

ONE western city—Denver—has taken a unique and important political step, but for some reason has not seen fit to advertise it. Denver alone among American cities (excepting Washington, which is not self-governing) has tried and proven the advantage of unified local government.

Ever since 1902 the city and county of Denver have been co-extensive in area. In 1913 Denver County was very much the same complicated, headless, irresponsible thing that county government is everywhere else.

In that year, however, Denver City adopted commission form of government, with the usual divisions of administration into departments of property, finance, safety, improvements and social

welfare. To the several commissioners presiding over each of these several departments was assigned control over each of the several county offices, as appropriately as the conditions would permit. Thus, the commissioner of finance replaced the county treasurer, the commissioner of public welfare took over county poor matters, the commissioner of public safety became ex-officio sheriff. The city commissioners, of course, took charge of the legislative needs of the county.

The commission plan, to the regret of many enthusiasts for that system, was abandoned after a three years' trial, but Denver did not abolish unification of local governments. Furthermore, the new system of government adopted in 1916 gave Denver County, as well as Denver City, a mayor, the only officer in the country with the same range of functions.

Denver has found that the change has paid. Just how great the effect of simplified citizenship under the shortened ballot it is impossible yet to determine, but the financial figures are definite—the cost of administering county functions dropped from \$679,000 in 1911 to \$476,000 in 1917, in

spite of rising costs of both labor and materials.

In Alameda County, California, a totally different situation will be met, if present plans go thru, by a system of federation.

Alameda County contains the cities of Oakland (population 250,000), Berkeley (60,000) and Alameda (30,000), which form a compact urban territory. In addition there are a number of lesser municipalities and a considerable rural area.

As yet, there seems hardly sufficient unity of sentiment to warrant an attempt at consolidation. The next best thing in sight is a plan on foot whereby the separate municipalities and districts will turn over to the county a number of functions which could be administered better by a single comprehensive agency than by some seventeen separate ones. At the same time the different localities, organized as boroughs, would have complete control over their strictly local interests.

New York City brought about a considerable measure of consolidation at the time of the formation of the Greater City. The city is now coextensive with five counties and hence in this case its government, and not the county's, is the most comprehensive agency.

The finances, the public welfare and public works are all city affairs, while the counties remain almost entirely as an agency for judicial administration and the recording of papers. The city chamberlain superseded the county treasurers, the commissioner of charities exercises the functions of superintendents of the poor, and so forth. Still further consolidation was advocated by the Mitchel administration which would thus have saved the people millions of dollars annually.

Unification of Chicago and Cook County local government agencies is now being actively agitated. Forward looking citizens and civic bodies in Milwaukee and Cleveland are planning along the same lines.

"Self Determination"

THESE are days of "self determination"—why not for counties as well as for larger groups? The two counties mentioned as leaders in the march for unified local government have progress as far as they have because their respective states have permitted them to work out their own salvation in their own way without going to their country cousins for advice or leave to act.

And this suggests another weakness in the county system: It has always been assumed that every county's needs were the same as every other's and that all could be governed in the same way. In times gone by, when counties were almost universally located in the open country, and before the rush for the cities had set apart centers of population which developed their special mechanism of local government, it was doubtless appropriate that constitutions should impose upon the legislature the duty to make uniform laws for all counties, even to the point of anticipating some of their more detailed needs.

But in these days some of these "uniform" and "general" laws have curious effects. A careful investigator has said of Illinois:

"The General Assembly might with propriety be added to the list of nineteen local governments in Cook County, for it is continually interfering in an arbitrary manner in matters of local administration."

In California, counties range in population

An Ideal City

A city, sanitary, convenient, substantial;
Where the houses of the rich and poor
are alike—comfortable and beautiful;
Where the streets are clean and the sky
line is clear as country air;
Where the architectural excellence of
its buildings adds beauty and dignity to
its streets;
Where parks and playgrounds are within
in reach of every child;
Where living is pleasant, toil honorable,
and recreation plentiful;
Where capital is respected, but not worshipped;
Where commerce in goods is great, but
no greater than the interchange of ideas;
Where industry thrives and brings
prosperity alike to employer and em-
ployed;
Where education and art have a place
in every home;
Where worth and not wealth gives
standing to men;
Where the power of character lifts men
to leadership;
Where interest in public affairs is a test
of citizenship and devotion to the public
weal is a badge of honor;
Where government is always honest
and efficient and the principles of democ-
racy find their fullest and truest expres-
sion;
Where the people of all the earth can
come and be blended into one community
life, and where each generation will vie
with the past to transmit to the next a
city greater, better, and more beautiful
than the last.

—Mayo Fesler

from a few hundred to over a million inhabitants and in area from 755 to 23,000 square miles. Some are strictly rural, while, at the extreme is one which is geographically identical with the City of San Francisco; between, all sorts of combinations of urban and rural conditions. Some of the territory is traversed by steam railroads and interurban trolleys, while other parts are scarcely accessible to a stage coach.

But it was all "uniformly" governed. And, inasmuch as the Legislature for many years could not bring itself to withhold its hand from the minutest details of county business, it had to find a way to beat the constitution. So it placed each county in a class by itself, fifty-six in all, and enacted fifty-six "general" laws, each applying to one county!

California's Solution

California, perhaps because of the extremity of its need for better county organization, was the first of the states to find a solution. In fact, its own experience with municipal home rule pointed the way. So in 1911, when it was desired to do some simplifying, the Legislature past and the people readily ratified a constitutional amendment giving the several counties freedom to determine the form and detail of their government, subject to the reservation that provision should be made for each of the county officers essential to carrying out the laws of the state. With the exception of the governing body and the judges, any officer could be taken off the ballot and placed on the appointive list.

The first county to take drastic action with this end in view was Los Angeles, California, which has taken advantage of the home rule amendment to put into effect the principle of the short ballot, following the example of the hundreds of American cities which are governed under the commission plan.

The charter of this county retains the board of supervisors as the elective governing body, but the county superintendent of schools, coroner, public administrator, county clerk, treasurer, tax collector, recorder and surveyor, all of whom were separately elective, are now appointed by and responsible to the governing body. The sheriff, auditor, assessor and district attorney are elective, a concession to age-long tradition.

A Head on the County

TO the question: What to do about counties? three answers have been given. Some of the counties should be killed off. Most of them, should be unburdened of inappropriate responsibilities. Those that remain should be set free.

External obstacles out of the way, county governments must make themselves over from within. As was shown, some of them have already done so. Los Angeles applied the short ballot principle generously by lopping off a dozen offices from the ticket, but not by any means so consistently as to set up a model. There is still a considerable lack of unity between those who direct the policies of the county and those who execute them.

In Nassau County, New York, reorganization along rather different lines has been proposed by the commission which has been at work there for several years. Their plan calls for a board composed of a supervisor, elected from each of the three towns (or townships) and supervisor-at-large, elected by the people of the whole county. The latter would receive substantial salary for devoting his whole time to county business, act as the chief executive and appoint and control the remaining administrative officers, in so far as the constitution would permit, and be a member of the governing body.

This is one of the first instances in the United

States where it has been definitely recognized that counties, like any other human enterprise, needs a directing head. But even the Nassau people were timorous about giving that county government the full measure of unity.

To take this more advanced step became the province of the people in Alameda County, California. Their proposed plan, previously referred to, is based upon no illusion that county government is something unique and mysterious and therefore controlled by separate principles, but went on the assumption that it has just so much business to turn out under popular mandate, just as does a city or a state, and that there is a right and a wrong way to do it. The right way is the responsible way.

The framers of the proposed Alameda charter followed closely the so-called commission-manager plan, by setting up the office of county manager, with practically the same functions as those of similar executives in cities.

"But," you say, "this is only a theory."

True, but the principle of the thing has been put to a test in seventy-five American cities. It has fulfilled expectations. Dayton and Springfield, Ohio, have had the system now for five years; Niagara Falls nearly as long. Wichita, Wheeling, Norfolk and many small cities have followed their examples.

In fact, the best proof that the commission-manager plan succeeds is that no city which has ever adopted it has ever abandoned it.

It is significant also that the cities which have been operating longest under the system have considerable difficulty in keeping their managers, for they are constantly being called to greater responsibilities in the larger cities. Thus, there is growing up in the field of city government a crop of men who really know how to administer public affairs.

Public administration is coming to be a profession. When counties get ready to organize themselves on this plan they will not be required to spring a brand new idea on their people but can draw upon the experience of the cities.

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Rotary is a betterment of the individual, of his business and profession ideally and practically, and of the society in which he lives.—*Earnest Ingold, Los Angeles, Cal.*

Commissioner-Manager Cities of America

Over 10,000 Population

Corrected to April 1, 1919

City	Population	Date in Effect	City Manager	Salary
Grand Rapids, Mich.	128,291	July 1917	Fred H. Locke	\$ 4,000
Dayton, Ohio	127,224	Jan. 1914	J. E. Barlow	7,500
Akron, Ohio	100,000	Jan. 1920		
Norfolk, Va.	89,612	Sept. 1918	Chas. E. Ashburner	9,000
Wichita, Kan.	70,722	Mar. 1917	Louis R. Ash	10,000
Springfield, Ohio	51,550	Jan. 1914	Ossian E. Carr	6,000
Kalamazoo, Mich.	48,888	June 1918	Harry H. Freeman	5,000
Wheeling, W. Va.	43,377	July 1917	George O. Nagle	8,000
Roanoke, Va.	43,284	Oct. 1918	William P. Hunter	4,800
Auburn, N. Y.	40,000	Jan. 1920		
Portsmouth, Va.	39,651	Jan. 1916	W. B. Bates	4,500
San Jose, Cal.	38,902	July 1918	W. C. Bailey	6,000
Niagara Falls, N. Y.	37,353	Jan. 1916	Edwin J. Fort	5,000
Jackson, Mich.	35,363	Jan. 1915	A. W. D. Hall	4,000
Waltham, Mass.	30,570	Jan. 1918	Clarence A. Bingham	5,000
Watertown, N. Y.	29,894	Jan. 1920		
Newburgh, N. Y.	29,603	Jan. 1916	James Miller	5,000
Alameda, Cal.	27,732	Mar. 1917	Chas. E. Hewes	5,000
Petersburg, Va.	25,582	Sept. 1920		
Ashtabula, Ohio	21,498	Jan. 1916	M. H. Turner	2,500
Sandusky, Ohio	20,193	Jan. 1916	Geo. M. Zimmerman	5,000
McAlester, Okla.	20,000	1919		
Amarillo, Tex.	19,124	Jan. 1914	J. D. Bartlett	2,500
Phoenix, Ariz.	18,621	Jan. 1914	V. Avery Thompson	5,000
Hot Springs, Ark.	17,238	May 1917	George R. Belding	2,100
Bakersfield, Cal.	16,874	Apr. 1915	F. S. Benson	3,000
San Angelo, Tex.	16,500	Apr. 1916	E. L. Wells	2,500
Auburn, Me.	16,393	Jan. 1918	E. A. Beck	3,600
Eldorado, Kan.	15,000	Mar. 1917	Bert C. Wells	3,300
Rome, Ga.	14,000	Apr. 1919	Sam S. King	3,000
Santa Barbara, Cal.	14,846	Jan. 1918	R. A. Craig	7,500
Kingsport, Tenn.	14,090	Mar. 1917	Wm. R. Pouder	3,000
Albuquerque, N. M.	14,025	Jan. 1918	A. R. Hebenstreit	4,500
Sault Ste. Marie, Mich.	13,919	Dec. 1917	Wilder M. Rich	2,700
Sherman, Tex.	13,667	Apr. 1915	O. J. S. Ellingson	3,600
Alpena, Mich.	13,273	Apr. 1916	Chas. T. Park	1,800
East Cleveland, Ohio	13,214	Jan. 1918	C. M. Osborn	4,600
Brownsville, Tex.	13,163	Jan. 1916	W. E. Anderson	3,600
Manistee, Mich.	12,381	Apr. 1914	P. H. Beauvais	3,000
Tyler, Tex.	11,865	Apr. 1915	H. J. Graeser	3,000
Boulder, Colo.	11,660	Jan. 1918	E. O. Heinrich	4,000
Goldsboro, N. C.	10,719	July 1915	I. M. Cashell	3,000
Griffin, Ga.	10,300	Dec. 1918	E. P. Bridges	2,550

THE ROTARIAN'S OPEN FORUM

These columns are open to the readers of the magazine for the discussion of questions of general interest or vital import. Contributions should be brief. Being expressions of individual opinion they are presented without approval or disapproval.



A Graduating Class in Rotary?

THE keynote of Rotary is service, and like most good things, service has a double action, first and best upon the servant, and secondly upon those who are served. Every Rotarian, if he has conceived the right idea of service, must forget self and be willing to do whatever will bring the most good to the most people. Can we not devise a system whereby Rotary can be strengthened, the public better served, and the Rotarian, if not benefited, at least not injured?

The suggestion of a five-year limit to membership will not fill all of these requirements; but a plan built upon that idea might broaden the scope of Rotary, reach many more good fellows, accomplish more work along the Rotarian idea of service to the many, and make membership in the club much more worth while and still hold the interest during life of every Rotarian.

As a basis for discussion and when worked out to greater perfection for final action, I would suggest that any member who can show a record of attendance of, say, 75 per cent for five years, could voluntarily resign as an active and become an honorary member, giving his place to a younger man to be trained in the principles of Rotary. The honorary member need not pay dues nor be allowed to participate in the management or work of the club.

At the end of ten years, if the member had not qualified for graduation to honorary membership or did not choose to accept the change at five years, he should then be obliged to become an honorary member, providing he had attended 50 per cent of the club luncheons during his membership. If not, he should be dropped from Rotary entirely.

This plan, it seems to me, would be a great incentive and would work out to the greater advantage of the club in the way of renewed interest as well as more faithful attendance.

—D. A. Lowe, in "Roterie," the publication of the Rotary Club of Erie, Pa.

EVER FORWARD Moves the Wheel of Rotary

Compare the following figures and you will realize how Rotary has literally gone forward by leaps and bounds since the first club of four members was organized in 1905:

Year	Clubs	Members (Approximately)
1905.....	1	4
1910.....	16	1,800
1912.....	38	4,500
1916.....	257	27,000
1919.....	550	47,000

What will the figures be in 1920?—in 1925?—in 1950?

tary ideals and practices with the fellow-members of our craft, with our clients and customers, with our fellow-members of other public organizations; and, in fact, in every contact of our lives.

Just in proportion as each one of us fulfills this ideal, will Rotary attain in our community and throughout the world that public confidence and good will which will enable it, finally, to accomplish its highest purpose—to lift every craft, every business, and every profession from the lower levels of selfishness and corrupt practices, to the nobility of fair-dealing and constructive service for the individual and the community.

—Charles E. Bent in "Rodeo," monthly publication of Los Angeles Rotary.

—R—

The Even Pull Plan

RECORDS carefully kept by our secretary indicate rather clearly that approximately 75 per cent of our members have not got the Theory, Spirit, or Inspiration of Rotary. The only consoling feature of this unfortunate condition is that it is prevalent among clubs generally, and especially does this apply to the clubs in the larger cities.

Like every other weakness, however, it represents an opportunity to those who would take advantage of it. I do not think there is a Rotarian in our club who is not sufficiently proud of Toronto, as well as our Rotary club, to make this weakness of the past an opportunity of the future, and have Toronto stand out as the leading club of Rotary for cities of over 400,000 population.

The condition at the moment is rather in the nature of a contest, as the last International Convention brought out the weakness referred to, and undoubtedly every real Rotary delegate will return to his club with the message of "Making Rotarians out of Members of the Rotary Club." In many cases, it will undoubtedly fall on a large percentage of disinterested ears—the spirit of Rotary has not been awakened there.

Now, we want to take advantage of this golden opportunity and lay the foundation for permanently maintaining a leading position, if not the leading position in clubs of our class.

One-Fourth Do Work

It might be surprising to many of our members to realize that not more than 25 per cent of the club members are actually doing all of the work of the club. By doing all of the work, I mean serving on active committees, answering emergency calls, and spontaneously accepting duties offered from time to time.

As a man to man proposition, this leaves 75 per cent of our members indebted to the club to a very considerable extent. There is hardly one

How to Popularize Rotary Ideals

A FEW weeks ago I called at the office of a fellow Rotarian and, while waiting for a moment in the reception room, noticed he had placed prominently on the wall a handsomely framed copy of the Rotary Code of Ethics, and above it had placed the suggestion: "Read this while you are waiting."

When I returned to my office I took my own framed copy beside my desk and hung it where every one who calls at my office will have a splendid opportunity to read it. It had occupied this more prominent position only a few days, when I chanced to receive a call from a repre-

sentative of one of our largest public service corporations, and at the conclusion of our interview he said:

"While I was waiting, I was greatly interested in reading your Rotary Code of Ethics. The ideals and standards stated in that code are so fine that I want to secure a copy for my own help and inspiration. I want, also, to get copies to give to some of my office associates who have never yet gotten the spirit of service with their work, and are, as a result, daily losing the good will of customers by their unfortunate practices."

I mention this incident as convincing evidence that each member of our club can render a real service to his clients and friends, and thru them to his community, by purchasing a framed copy of our Rotary Code of Ethics, if he does not already have one, and placing it in his reception room where it will at once commence extending the message of Rotary to all that part of the public which has contact with him.

This simple action will have several happy effects. It will convert our callers' waiting moments from a bore to an inspiration. It will be a constant challenge to each of us Rotarians to make certain that our business practices appear in the minds of our callers consistent with the ideals which we hold. It will make clear to them that Rotary is not a self-serving organization, but that it is in fact one of the greatest forces working at the very heart of business to elevate and idealize it.

The decision of the 1919 International Convention at Salt Lake to take no action on the proposed five-year limited term of Rotary membership places upon each one of us, as the permanent representatives of our craft or profession in Rotary, a responsibility which we cannot honorably neglect. It is this: To be constant and enthusiastic examples of, and sponsors for, Ro-

Service—Burden Sharing

IN the old Welsh legend, (says David Lloyd-George) there is a story of a man who was given a series of what happened to be impossible tasks to perform, ere he could reach the desires of his heart. Amongst other things he had to do was to recover every grain of seed sown in a large field, and bring it all in, without one missing, by sunset. He came to an anthill, and won all the hearts and enlisted the sympathies of the industrious little people. They spread over the field, and before sundown the seed was all in, except one. As the sun was setting over the western skies a lame ant hobbled along with that grain also. We are, at best, but little ants, and we can all limp along with some share of the burden which must be carried.

of activities, and so far this year, due undoubtedly to the brighter spirit which prevails in the minds of all men, the spirit is developing along the desired lines, but there is still room for much improvement.

This statement is simply made to bring to the attention of a great many who may not have regarded Rotary as an Unselfish Service organization, that tho the war is over, a certain amount of community work is expected of us and will be undertaken. Rotary has grown because of its unselfishness, and every true Rotarian is anxious to see its growth continued and enlarged upon quite as generous lines as have brought it to its present enviable position wherever it is truly represented.

Let us make our work and attendance in the club this year fifty-fifty with the other fellow, not ninety-ten—an even pull.

—H. G. Stanton, President, Rotary Club of Toronto, Canada, in the "Toronto Rotary Voice."

of these members that, as a sporting proposition, would permit this condition to exist, if he stopt to realize that he was being simply carried along by such a small minority.

Aside from the possibility we have of showing up to such decided advantage in International Rotary, by better attendance and a better spirit of Rotary, the 25 per cent who have been carrying the load have found much personal advantage and pleasure, simply because they are proving the motto of our organization, HE PROFITS MOST WHO SERVES BEST, but for want of complete cooperation, are not getting either the local or international advantages that should accrue with it. This is just as disheartening in a club member, as it is in a boat crew, racing team, or any other effort that looks for an even pull with every member of the team.

A great deal of time is not expected or demanded of Rotary members, but in such matters as the club undertakes to carry out, a certain amount of time is expected from all, and unless this is forthcoming, it shows the "lack of interest" (referred to in By-Law No. 36), and it would seem to me, as in the best interest of Rotary, that this weakness should be regarded quite the same as non-attendance, and result in the dropping of membership.

This By-Law was never establish because of the desire to be arbitrary or enforce work of any kind, but simply to permit of a true level of membership in Rotary, and that where a member could not, for lack of interest or pressure of other interests, take his part, he would automatically drop out to make room for one who could. With a desire to play fair with those who have the attitude Rotary expects, the directors wish to bring about this truer level.

Playing Fair in Rotary

During the last four years we have had heavy, trying work in connection with war activities, but now that this is all over, other very important local things present themselves for action, and surely these should be undertaken with even a greater spirit of interest and intensified action than ever before, because we can look forward without the strain and fear of the uncertainty that existed during all of our war work.

To play fair in Rotary, each member should do quite as much as his fellow member in the way

Boys Work and Schools

IT is the most natural thing in the world for Rotarians to think of Boy Scouts, or Boys' Clubs, as covering the boy problem, but any one who has really given this subject any consideration, knows that the boy problem is one of education, and that every department of the work for boys that can be operated successfully by the school system, should not be fostered elsewhere.

The great requirements of our boys is *physical* and *vocational education*. In America we have national organizations behind these two problems working for the procurement of legislation that will enable the public schools to do the necessary work, and when we realize that Congress is liable to appropriate \$100,000,000 for educational purposes, don't you realize that it will be better to have compulsory physical education in the schools

Be Regular or Quit

ROTARY is not a social club, that you can drop into when it is convenient. Neither is it an association of the lodge plan, that you may join, pay your dues regularly, never attend and still remain a member in good standing. It is an international organization of business men, who flavor their meetings with a social sauce, and when you absent yourself from the meetings, you subtract your individual *flavor* from that *sauce*, thereby defrauding the rest of something that is rightfully theirs, something they pay for and something that they expected of you and you promised when they gave you the privilege of membership in Rotary. Therefore, if you cannot live up to their estimate of you, and haven't the desire or ambition to be a *regular* Rotarian, don't deprive them of the opportunity of adding the right *flavor* from your line of business, but resign at once and save annoyance to yourself and your board of directors.

—Leonard O. Philbrick,
Rotary Club of Haverhill, Mass.

A Pledge to Serve

FOR God and Country we associate ourselves together for the following purposes: To uphold and defend the Constitution of the United States of America; to maintain law and order; to foster and perpetuate a one hundred per cent Americanism; to preserve the memories and incidents of our association in the Great War; to inculcate a sense of individual obligation to the community, state and nation; to combat the autocracy of both the classes and the masses; to make right the master of might; to promote peace and good will on earth; to safeguard and transmit to posterity the principles of justice, freedom and democracy; to consecrate and sanctify our comradeship by our devotion to mutual helpfulness.

—Preamble of the Constitution of the American Legion.

than to try to have it done by other organizations, supported by voluntary contributions.

There will always be plenty of opportunity for Boys' Work in separate organizations, but the more I think of the problem, the more I am convinced that we, as Rotarians, but more particularly as public spirited citizens, should strive to improve the school system.

There are many reasons for this which should appeal to any one. I believe that if Rotary realized that more than 80 per cent of the boys that attend our public schools go out seeking employment without any vocational advice or instruction whatever, they would see the importance of the development of vocational education and would insist that proper schooling facilities be developed so that every boy would be trained to a greater or less degree for his life's work. The same thing applies to physical education.

I happened to attend a meeting a few days ago where the fact was developed that twenty-one million days are lost every year by workers, on account of malaria. Now \$100,000,000 is the entire appropriation in the bill before Congress that is allotted to physical education. On the basis of \$3 a day as a maximum problem, if malaria was wiped out, and it can be, the Government could make more than \$60,000,000. Think of what it could make if it could blot out tuberculosis.

This Boys' Work surely presents some problems that deserve the careful study of the best men in our organization.

—John Dolph, Chairman Committee on Work Among Boys, Washington, D. C.

The Secretary's Sinecure

IF there is a man or if there are any set of men who can clearly designate the duties or work of a secretary in a Rotary club, he or they should be given a place in the hall of fame in International Rotary.

The opportunities for accomplishing results are so numerous that the person acting in the capacity of secretary, who has courage and initiative, can only measure his success in the manner that he manifests his courage or initiative.

By initiative I mean, have your board of direc-
(Continued on page 324)

The vision of Rotary is as many sided as there are Rotarians. In this Department appear the thoughts of different Rotarians concerning Rotary in its many aspects and in its application to the affairs of everyday life.



THE VISION OF ROTARY

He Profits Most Who Serves Best

A Rotary League of Nations

By Harwood Hull

WHAT is Rotary, and why is it? Why are we here today, members of this Rotary Club of San Juan, meeting for our 75th time? Is it merely to eat our luncheon? I think not, for anyone with the desire, the appetite, and the price could be here enjoying this same food. What is it, then that brings us together? I can only give you my own personal idea of it, but most of us must think alike to a degree or we wouldn't be here.

To my mind Rotary is an expression of the desire to put into our every day life the best that is in us; it is an attempt to live every day the Golden Rule, if you like; an effort to live up to our better ideals and our higher aspirations we sometimes find we have when we go into executive session with ourselves.

And we all have our ideals, our dreams and our visions. Most of us try to hide them or are afraid to speak of them. We have our own hopes and desires in our personal life, and we have hopes, aspirations and ambitions in our business. Every Rotarian is supposed to be doing his particular task a little better than the other fellow. At least he is trying to. Otherwise we would scarcely be living up to the standards of membership we set for others and we have failed to catch the spirit of Rotary, I believe, if we do not strive to excel. And to me, it is the effort put into work, rather than the possible success that may come from it, that makes a good Rotarian.

Work Means Service

Work means service. We work for ourselves most, if not all, of the time, for our own benefit and gain, but the degree of our success depends altogether on the extent to which we are able to serve others.

"Serve others" implies both opportunity and obligation. I do not know which of the two words means the more. I like "others" because it is the "others" that I like particularly about Rotary.

There are so many others in Rotary and so many more out of it. But if we have gotten the Rotary idea at all, all of us in Rotary are thinking a good deal about those out of it.

I didn't commence to realize how selfish I was

until I commenced to know something about Rotary. I'm perfectly frank to admit that even now I don't realize how selfish I am, but meeting with the rest of you here every week has made me think about you, to know that you have your own problems and troubles, as well as your joys, and I wouldn't be at all surprised if all of us have commenced to think less about our own particular problems and share our time with the other fellow more since we commenced to meet here.

Rotary means fellowship. Fellowship tends to do away with the ingrowing outlook on life that most of us have. I have it; probably you have. Fellowship is more than mere contact with other people. It is an indication of mutual respect and a desire for further association.

And out of fellowship, friendship develops. If Rotary means nothing more, did nothing more than bring about fellowship and develop friendship, it would be worthy of being idealized. To

be capable of having friends is a wonderful thing. For we must give of friendship before we may expect it from others.

Development of Tolerance

Fellowship and friendship bring about understanding, and understanding develops tolerance. I do not believe that I could give a dictionary definition of tolerance, but it results from understanding and tends to make us slow in passing judgment on the other fellow; makes us more openminded; causes us to want and demand fair play and prevents us from damning the other fellow merely because he doesn't think as we do, doesn't agree with us on everything. But tolerance is not compromise, it does not mean that we must submit to the other fellow whose ideas are openly in conflict with the best interests of society.

Probably the greatest need in the world today is the need of better understanding not only among the nations of the earth, but among the people of each nation. And this better understanding will bring about a greater degree of tolerance that all of us need.

The big idea back of the League of Nations is nothing more than better understanding and tolerance. And the League of Nations and what it may accomplish to me seems no more of a dream, an idle vision, than Rotary itself. The same things that make Rotary possible will make a league of nations possible—personal contact, fellowship, understanding, tolerance, confidence and, above all, serving others in our work.

To my mind a Rotary Club is not unlike a League of Nations. Some day there will be a Rotary league of nations. It may not be the league we hear about now, but the league that is to be can succeed only to the extent that the principles of Rotary are accepted and applied in the dealing between nations as they are coming to be more and more demanded and in our dealing with each other.

The big idea back of the League of Nations is nothing more than better understanding and tolerance. The war has forced the need of this on all of us as nothing else in all time has. Now more than ever peoples and nations are thrown together and we must believe in the better qualities and the hopes and aspirations of the other fellow if we would inspire confidence in ourselves. We must believe that the other fellow is striving just as sincerely as we think we are to make this a better world to live in, a happier, healthier place, a world of more equality of opportunity for both work and happiness.

And because it leads to better understanding and tolerance, Rotary creates confidence.

And the League of Nations and what it may accomplish to me seems no more of a dream, an idle vision, than Rotary itself. The same things that make Rotary possible will make a league of nations possible—personal contact, fellowship, friendship, understanding, tolerance, confidence and, above all, serving others in our work.

To my mind a Rotary Club is not unlike a League of Nations. Certainly in no community

could you have a greater variety of interests represented than you have in a Rotary Club. The league is merely this club idea multiplied many thousand times. Each club has its members from many callings, each with his own ideas and ideals about his own particular work and knowing little about the other fellow and his work, but willing to accept each man as being worthy of confidence and friendship. Here in Rotary we can meet on a common ground with a desire to be fair to each other, to be helpful to each other for the benefit of all.

A Rotary League of Nations

Rotary is spreading thruout the world not because it is something new, or offers a new idea, but because everywhere there is a greater meeting of peoples, who haven't known each other in the past, but who are finding something good in each other, something they can respect, and because of the increasing belief in the truth, **HE PROFITS MOST WHO SERVES BEST.** People are learning to want to be helpful and are liking it.

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And when this Rotary league of nations gets together you are not going to hear any of this formal stuff, "His majesty, the King, directs me to say, etc., but those Rotarians, too, will get down to the basis of real folks—human beings—and we will hear, "Hello, John Bull!" and "Here comes Frenchy!" and "Howdy, Uncle Sam," and "Where is Tony?" and good, wholesome, cheering, familiar greetings. And some day the membership committee may even bring in a favorable report on Fritz.

And all of this can be brought about, can be made possible, I believe. It can be accomplished the same way a Rotary Club comes into being—thru the Rotary cycle of personal contact, mutual respect, fellowship, friendship, understanding, tolerance, confidence, service.

This is my idea of the what and why of Rotary.
—Harwood Hull, *Rotary Club of San Juan, Porto Rico, in address at a club meeting.*



Fundamental Principles

ROTARY sprang into being not from the brain of an organizer merely, but from the heart of unselfish patriots. Rotary knows no jealousy, recognizes no rivalry, and stands in the way of no agency that seeks to serve mankind and make the world better.

The fundamental principles of Rotary are the same fundamental principles for which the world war was fought and won—the principles of unselfish service; the principles of humanity; the principles of world betterment to the ultimate end that all peoples may be happy and prosperous and know the real joy of justice.

Rotary is human; not without human error and human weakness; and not without human traits and human passions. Rotary knows how to hate, and to love, and to labor.

Rotary hates caste; hates littleness; hates intolerance; hates injustice; hates greed; hates prejudice; hates selfishness.

Rotary loves democracy; loves honor; loves

Just a Feller, Just a Chap

"A Rotarian of the livewire sort is just a feller—just a chap."—Frank L. Mulholland.

Just a feller, just an ordinary chap;
Just a man, full o' vim, full o' snap;
Just a feller who loves his work,
Just a chap who hates the shirk.

Just a man who lives each day,
Loving life and loving play;
Just a man who's e'er your friend,
Standin' by to help defend.

Just a man who grips your hand, holds it tight

And says, I'm with you in the fight!
Looks you in the eye and smiles,
Helpin' smooth out troubles' trials.

Just a man who's clean clear thru;
Honést, common and true blue.
Just a chap as has no frills,
Filled with pep right to the gills.

Born o' woman: knows her true;
'Fraid of her, yet loves her, too.
Just a chap like you and me,
Tho always means a man to be.

He's the feller 'cross the street;
Just the chap you always meet,
At your work, where e'er you play;
In the shop, or where you pray.

Just a feller whose hand-grasp
Has a friendship in its clasp;
Just a chap who means to be
Just a man like you and me.

—Frank G. Macomber,
Rotary Club of Hartford, Conn.

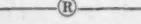
broad-mindedness; loves justice; loves generosity; loves humanity; loves unselfishness.

Rotary labors for the good of its town, its state, its country; labors for the good of humanity everywhere; labors to make God's will, man's will; and to make man more worthy of his divine inheritance.

Rotary knows why it was born, why it lives, and where it is going; and the world either gets out of the way of or helps those who know where they are going and why.

These principles we believe in with all our hearts. If to any man they mean nothing, that man is no Rotarian. Indeed he is not fit for citizenship in this new world that is guided by these new ideals and is throbbing with this new life.

—Charles Cason, *Rotary Club of Nashville, Tenn.*



Service Soldiers of Fortune

TWO things will tend to disrupt or deter Rotary progress; strife between religious creeds and politics within and without Rotary. Both of these things create serious factional cleavages in Rotary. Let us remember this.

We all worship the only God that can be and we worship Him in our own way, the way we have been taught, the way we like best, according to our conscience and in the light of our own understanding. There is no way absolutely right, for we recognize truth only relatively and let us hope progressively. No man should say

to his brother in such matters, "You are wrong and I am right."

We become overzealous sometimes in our loyalty to friends, our Church, and our political faith; and we say and do things which hurt, Rotarians in the true sense are big and broad-minded. They place the cause above the man and should work for no man, but the principle of the thing.

Let us lose sight of the individual when we work out our Rotary problems and each one do his best to make Rotary a bigger and better thing, submerging all things of narrow and petty character for the betterment of the whole.

We must forget whether a man is a Catholic, a Protestant, a Jew, a Democrat or Republican, a Mason or Knight of Columbus, or any other such thing. We are, as Rotarians, concerned not with these things, and each one of us, you and I, must guard our own tongues and for that matter stand guard at the door of our own thoughts and put an end to this weak, puerile, factional strife. Rotary is in a wonderful position in the world today to act as the great governor to the engine or the balance wheel in the political and religious mechanism of our country and world in general.

Rotarians are service soldiers of fortune fighting their battles under various flags. Under whatever flag we enlist let us forget our club and be true to that flag, be it the Chamber of Commerce, Y. M. C. A., Knights of Columbus, Y. M. H. A., lodge or church. Rotary takes no part in any of these as Rotary. We carry out of here the great, broad principles of life and service to mankind and apply them in our individual lives as we find that life to be outside.

It is no part of Rotary to step outside of itself and do the thing some other organization is intended to do. It is the part of the individual to do his invited share in all organizations as he finds it to do, but not as a Rotarian.

It is true that Rotary as an organization will sometimes go out and do certain things, but only when no other organization exists for the purpose. This peculiar position of a Rotary club teaching and inspiring the broad principles of service, and oftentimes depending upon circumstances, doing so little in the name of Rotary, seems to be not generally understood, but nevertheless it is true and should always be kept in mind.

Rotary is, to me, a thing of marvelous beauty, great wonder, and endless possibilities. As the stars in the immeasurable dome of the night lift us in our dreams to the end of our imagination, so in Rotary the stars of her ideals light the future to the end of our hopes.

Let us always remember that we are great as we are humble, that we will be served as we serve, and that together as Rotarians we may lift ourselves a little higher in the light of the stars of Rotary ideals.

—Anthony W. Smith, Jr., *Rotary Club of Pittsburgh, Pa., address to club upon retiring from office of president.*



A Rotary Acrostic

Rally, brothers, to *The Wheel*,
Our *Emblem* of desire
To make things better than they were,
And *Serve* as to inspire;
Remembering, *Service* only aids our
brothers in life's race;
Yet *Self* will oftentimes get in front, should
Service yield the pace.

—William H. Dalrymple, *Rotary Club of Baton Rouge, La.*

News of the Rotary Clubs



International Rotary mission in the British Isles. Arch Klumph of Cleveland, Ohio, International Past President, and Estes Snedecor of Portland, Oregon, International Vice-president (then the chairman of the International committee on constitution) and Hugh Boyd, (in the center) president of the Rotary Club of Belfast, Ireland. They were snapt in the old Norman doorway of the ruins of "Greyabbey" in County Down, Ireland, near Belfast.

INTERNATIONAL PAST PRESIDENT ARCH Klumph of Cleveland has just returned from a ten-day trip thru Canada. He attended and addressed Rotary meetings at Sault Ste. Marie, Montreal, Quebec and Toronto. The Montreal Rotarian gave Arch a beautiful silk Union Jack.

DISTRICT GOVERNOR THOS. C. SHEEHAN SENT a postal card from Berlin, where he was on a business trip. Tom says: "This is a fertile field for Rotary." Maybe so, Tom, maybe so. Any way, they sure need a little Rotary in that neck of the woods. Tom felt mighty good to be at a Rotary meeting again, upon his arrival at New York from France.

ROTARIAN ARTHUR BARTON KENT OF LONDON, England, was one of the representative British business men chosen as a delegate from the Allied European States to the Commercial Conference held at Atlantic City in October. Rotarian Kent is a prominent leader of the London Chamber of Commerce.

THE EDMONTON (ALBERTA) ROTARY CLUB HAS lost one of its charter members, J. A. Brookbank, by his promotion to the Chicago office of the International Harvester Company. "Brook" has been one of the most active and faithful Edmonton Rotarians, and his club gave him a big send-off.

THE MANY FRIENDS IN ROTARY OF PAST INTERNATIONAL President E. Leslie Pidgeon of Winnipeg, Canada, will be sorry to learn of the death of his father which occurred during the last week of August.

ROTARIAN A. L. SOMMERS, FORMERLY MEMBER of the Tacoma (Wash.) Rotary Club and later organizer and secretary of the Sheboygan (Wis.) Rotary Club, has resumed the work of getting Americans to "See America First," which was interrupted by the war. His headquarters will be in Milwaukee.

PAST INTERNATIONAL VICE-PRESIDENT BOB Cornell, a former member of the Rotary Club of Houston, Texas, has returned from a trip to Europe as advertising representative of *The New York World*. Bob was the advertising representative of the *World* at Detroit until about a year ago, when he was promoted to the New York office.



Klumph and Snedecor photograph just outside the residence of the Lord Mayor of Belfast, Ireland, after he had entertained at lunch the two members of the International Rotary mission to the British Isles, and a committee of Belfast Rotarians.

JOHN BARRETT, CHAIRMAN OF ROTARY'S COMMITTEE ON FOREIGN EXTENSION, has recently spoken before the Rotary clubs of New Orleans, La., and Kansas City, Mo. He has announced that he will retire, 30 June 1920, as director general of the Pan-American Union and will head a large commercial organization to operate in North and South America.

ROTARIAN RAY L. WILKINSON OF SALEM, Mass., has written Rotary words for the chorus of one of his own compositions, *Sweetheart of Mine*, which is being used with success by the Salem Rotary Club. The song is published by the Salem Music Publishing Company.

CAPTAIN BARRETT MUGFORD OF THE SALVATION ARMY, a member of the Troy (N. Y.) Rotary Club, has been ordered to go to another city to work, but so many citizens of all creeds



The presidents and secretaries of the Rotary clubs of the Seventeenth District, at the conference of club executives of the district, at Kansas City, Mo., in October. District Governor Bob Timmons is the fourth man from the left in the front row; the fifth man is International Past President Russell Greiner; peeping around the post, on the right, is Raymond Havens, International Sergeant-at-Arms.

are protesting to Miss Booth about it, that it is expected he will be allowed to stay in Troy.

ROTARIAN FRANK LANNING OF PITTSBURGH has been making an extensive trip thru South America sowing the Rotary seed wherever he has gone. When he got to Buenos Aires he was laid up for a month with anthrax.

ANDREW HOME-MORTON, IMMEDIATE PAST President of the British Association of Rotary Clubs, has made a business trip recently to the United States. He was a British delegate to the Kansas City Rotary convention.

SECRETARY OF THE TREASURY OF THE UNITED States, Carter Glass, has been elected an honorary member of the Rotary Club of Lynchburg, Virginia.

ROTARIAN GUY T. KEENE OF SAN DIEGO HAS sold his printing plant and moved to Los Angeles where he has established headquarters for distributing motor trucks. Keene was the "Institutional" of the San Diego *Rotator* for six years, printing the paper at his plant.

ROTARIAN MILBURN HOBSON, FIRST PRESIDENT of the Independence (Kans.) club, has accepted the vice-presidency of the United Advertising Corporation, which takes him to Dallas, Texas, permanently.

PRESIDENT E. J. LANDOR, OF THE CANTON (Ohio) Rotary Club, has recently been elected Chairman of the Executive Committee of the Law and Order League of Canton. This is one of the most important institutions organized in Canton since the war. His Rotary brothers consider it a decided compliment to President Landor. Of a committee of nine there are also two other Rotarians as members.



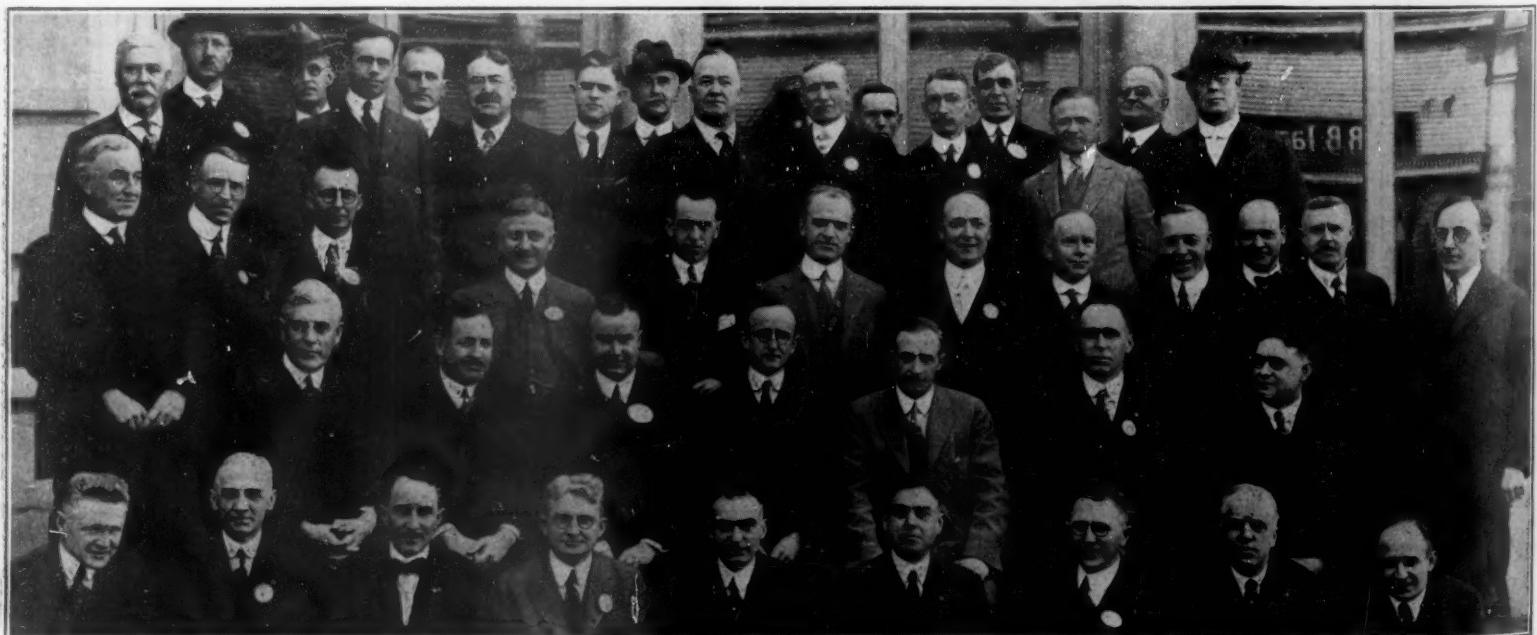
What the cartoonist saw at the big Rotary day, when the Canton, Ohio, club entertained 200 Rotarians from Cleveland, Akron, Alliance, Massillon and New Philadelphia. District Governor John Bentley of Cleveland was a speaker. Cartoon by Forster in the "Canton Daily News."

THEY SAY THE SECRETARY OF THE ROTARY Club of Franklin, Indiana, is the busiest man in town. He is Chester Roberts and he is head of the chemistry department of Franklin College, leader in the state chemical societies, working deacon of his church, leading baritone soloist, a great scout master, member of the city golf team, city tennis champion, player in the city and college bands and two or three orchestras. Oh yes! he's treasurer of the Rotary Club, too.

WHEN ROTARIAN ARTHUR R. MAGEE OF PROVIDENCE, R. I., went overseas in 1917 to do "Y" work, he stopped at Liverpool and got acquainted

with the secretary of the Liverpool club. The other day a woman came to the Providence YMCA and asked for help in securing information about her son who was reported seriously ill in Liverpool. Rotarian Magee cabled to the secretary of the Liverpool club and in four days had received good news of the son's improvement.

ROTARIANS OF COUNCIL BLUFFS, IOWA, ARE taking a prominent part in American Legion work. Col. Matt Tinley, commander of the 168th regiment of the Rainbow division, is commander of the Iowa branch of the Legion. John



Photograph of those who attended the conference of club executives of the Twenty-second Rotary District, held at Bellingham, Wash., in October, 1919. District Governor Clayton Williams, who presided, is the middle man in the second row from the bottom; the next to him, reading from left to right, is Past District Governor Alex. MacFarlane.

the dual need of spreading the gospel of service thru the organization of new clubs and bringing Rotary influence into closer touch with community requirements.

There are nine clubs in the district. Clubs are in process of organization at Yakima, Wash., and Salem, Ore. Live-wire business men at Vancouver, Aberdeen, and Hoquiam, in Washington, and at Astoria, Pendleton, Medford, Grants Pass, and Roseburg, in Oregon, likewise are crying for Rotary. And Seattle is particularly interested in bringing Alaska into the Rotary world by instituting a club at Juneau.

Extension of the doctrine of service to the industrial problem thru the individual clubs, preliminary to a consultation between the district governor and a committee consisting of representatives from all the clubs, was recommended by the conference after discussion of the employer-employee question. The discussion left no doubt that in the opinion of the conference the industrial situation is within the province of Rotary and that Rotarians everywhere should devote their energies to its solution.

Boys' work provoked a very lively interest as being a problem worthy of the attention of Rotary. The two particular phases suggested by Governor Williams dealt with the education of the average boy, and the assistance of boys less fortunate who are beset with perils that may lead them to the juvenile courts.

The Twenty-second District is still undecided whether it shall build a hospital for indigent cripples, as suggested at a recent conference, or contribute to a "going concern." A committee from the district clubs will formulate and submit for approval or rejection a definite program to be acted upon in the near future.

The problem of attendance, characterized as the background of all other problems, received considerable notice. The elimination of the "system" Rotarian was suggested as one means of maintaining a high attendance average. In this connection it was the consensus of opinion that the member who absents himself from four consecutive meetings is not a Rotarian in fact or in spirit and should be dropped.

The dates of the district conference which will be held next year at Victoria, B. C.—"the most English city in America"—were fixed as April 5 and 6.

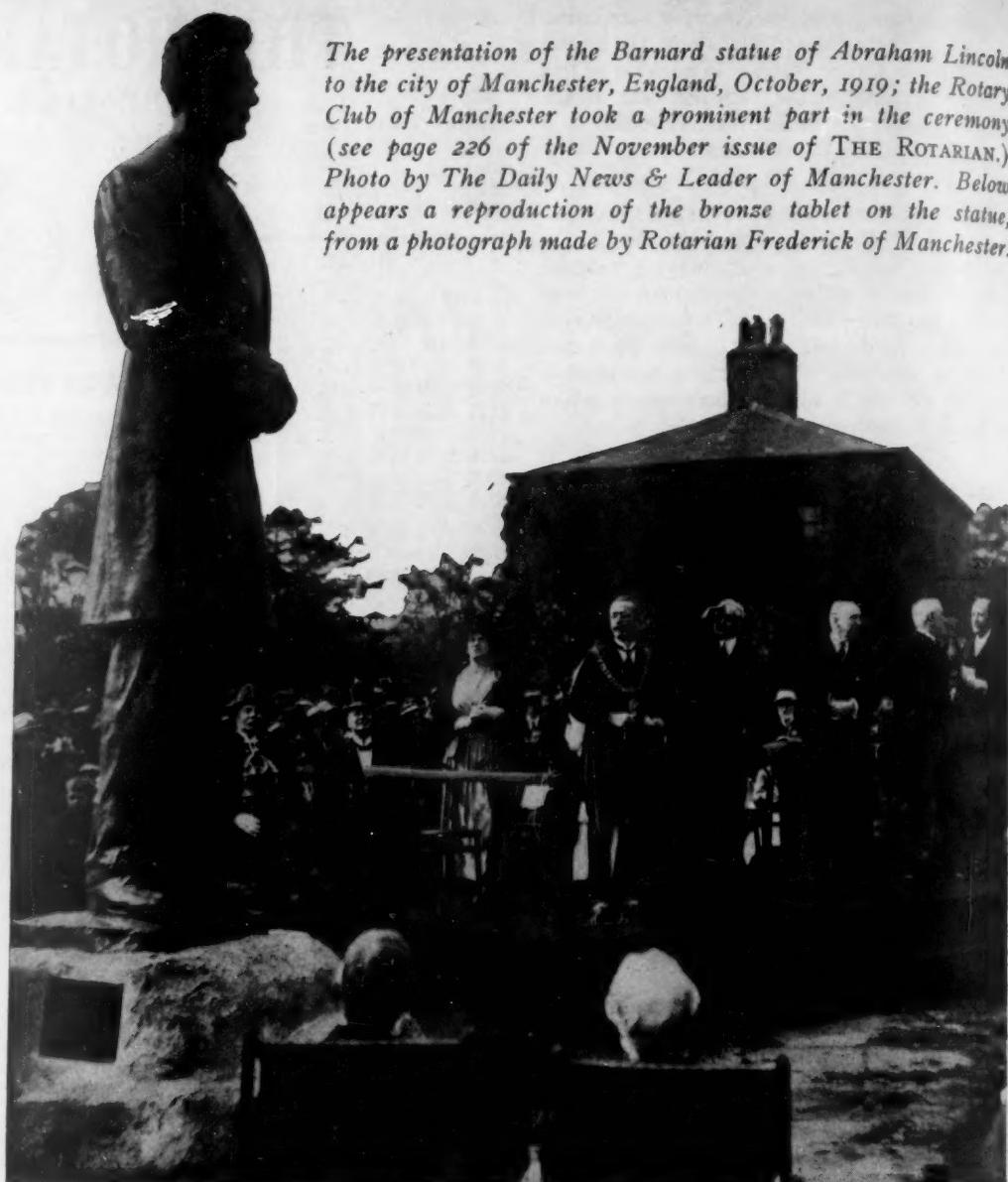
Rotary of the extreme Northwest will invade the Far East in mass formation next year when the International convention is called; and, incident to the Victoria conference, the Far East is cordially invited to lift the Western latchstring.—*Coston Carver, Bellingham, Wash.*

NEW ENGLAND CONCLAVE

A renewed vigor in New England Rotary is the chief result of the get-together meeting of all the clubs in the Second District, held in Augusta, Maine, during the first week of October. Nearly five hundred Rotarians and Rotarianes attended.

The first night was featured by a banquet tendered to the visitors by the Augusta club. There was lots of the irrepressible Rotary fun, and fine talks by Governor Lovett of the New England district; George Inman of Charlottetown, Canada, Governor of the First District; Past International Vice-President Willard Lansing of Providence; and First International Vice-President John Dyer of Vincennes, Indiana. Each state was represented in a talk given either by

The presentation of the Barnard statue of Abraham Lincoln to the city of Manchester, England, October, 1919; the Rotary Club of Manchester took a prominent part in the ceremony (see page 226 of the November issue of THE ROTARIAN.) Photo by The Daily News & Leader of Manchester. Below appears a reproduction of the bronze tablet on the statue, from a photograph made by Rotarian Frederick of Manchester.



the president or by the secretary of some club of the state.

The executives went into conference the next morning at the State House and accomplished a great deal in the way of active and cooperative work for Rotary in the district. Special attention was given to extension work and to the importance of working in close touch with the International Association.

Altogether this Autumn conclave was remarkably successful, both in work accomplished and the impetus given to Rotary fellowship. Following the Augusta meeting, Governor Lovett, Vice-President Dyer, Past Vice-President Lansing visited Boston, Providence and Worcester clubs.

Rotarians Pioneer Motor Way

ROTARIANS played a prominent part in a pioneering expedition thru Ontario recently, which will mean much to the automobile tourists of the United States and Canada. A party of ten men made a "pathfinding trip" from Sault Ste. Marie, on the St. Mary's river, to Toronto, over what is destined to be known as the Great Northern Highway, thru one of the most scenically beautiful districts of America. Of the ten men five were Rotarians—W. S. Gilbreath, "Father of the Dixie Highway" and manager of the Detroit Automobile Club; Fred S. Case of Sault Ste. Marie, Michigan, Chairman of the Highways Transport Committee of the Upper Peninsula of Michigan, President of the Chippewa County Automobile club; Norman H. Hill, managing editor of *The Evening News*, Sault Ste. Marie, Michigan; Lionel L. Jacobs, secretary-treasurer of the Sault Ste. Marie, Ontario, Good Roads Association, and Norman F. Patterson, of Sault Ste. Marie, Ont.

The immediate purpose of the trip was to ascertain whether, in the event that the Michigan Pikes Association, foremost touring and good roads association of Michigan, decides to put on a tour de luxe next July "around Lake Huron," the roads between the famous lock cities of the

(Continued on page 304)

TRUCKS THAT FIGHT FOR BUSINESS

The motor truck is more than a carrier.

SERVICE Trucks fight for business.

SERVICE Trucks will aggressively build YOUR business.

This composite endorsement was written by the following SERVICE owners:

*W. J. Newman Co.,
Chicago.
A. McGee, Cincinnati.
Advance Transfer Co.,
Kansas City.*

THE Motor Truck is an aggressively constructive commercial force. The Motor Truck untiringly fights for business. It can be advantageously adapted to every class of haulage. It opens up new fields of demand. It taps sources of supply quickly and directly. It is a strong offensive against competition. Its speed and capacity, its tremendous strength, and its power of performance, conveys to the public a sense of dependable prestige.

The Service Oil Company, Fairmount, Indiana, started business in March, 1918, with a 1½-ton SERVICE Truck. The uniformly efficient and dependable performance which they secured from their SERVICE Truck, enabled them to fight for business in the face of strongly intrenched competition. Today they operate four SERVICE Trucks and their business has increased from 1500 gallons a day to 12,000 gallons a day.

SERVICE Motor Trucks are so designed and so constructed that in their performance they are delivering constructive, Business Building transportation.

Thousands of manufacturers, jobbers, merchants and farmers have profited by the ability of SERVICE Motor Trucks to fight for business. They tell their stories in the following composite paragraph.

"The SERVICE Truck has exceeded our highest expectations. It is taking care of all its loads and grades without difficulty. We have never regretted buying a SERVICE Truck. We recommend them without the slightest hesitation."

These users know what SERVICE performance means. They have experienced the satisfaction of growth in business, with SERVICE Trucks a vital contributing force.

Service MOTOR TRUCKS

Builders of Business

SERVICE MOTOR TRUCK CO. Wabash, Indiana. U. S. A.
THE ROTARIAN

(Continued from page 302)

"Soo," and Toronto are such as to make it practicable.

Then ten men went over every inch of the way, which was accurately logged for the first time by W. D. Edenburn, automotive editor, *The Detroit News*, and found it in good shape, with much beautiful scenery. They returned to the Soo and Detroit enthusiastic and predicting that hundreds of thousands of tourists will cover the route in the next few seasons.

Starting from the Soo the road skirts the St. Mary's river for miles, then touches the northwestern shores of Lake Huron. A few miles more and the autoist runs for almost 15 miles, after passing thru Sylvan Valley, along the famous Mississaga river. After passing thru the greatest nickel mining district of the world, near Sudbury and Copper Cliff, the tourist reaches North Bay and sees the great Lake Nipissing, 80 miles in length.

South from North Bay to Toronto the trip is just one scenic thrill after another, the rugged mountainous beauty giving way gradually to the fertile farm lands of old Ontario.

The highway passes directly thru the famous Muskoka lakes country, within a stone's throw of the almost equally well-known Lake of Bays, skirts Lake Simcoe and finally winds up on the shores of Lake Ontario.

To have been instrumental in making a "business trip" (the first ever taken) over this road, for the express purpose of first seeing whether it is passable, and if so, spreading the good word far and wide, is an achievement in direct line with the service principles of Rotary, and the five Rotarians who made the expedition feel well repaid for doing so because of that fact.



The gavel "that everybody can hear" of the Rotary Club of Kansas City, Mo. It consists of an old style horse street car gong of giant size and a hammer made from a German bayonet "taken somewhere in France" by Rotarian Harry Rogers. President Robert E. Parsons is showing how it is used. Sometimes the Kansas City bunch gets rather noisy and the president (or anybody else) has difficulty in making himself heard. Last Spring it was decided that what the club needed was not more constitution and laws, but more quiet and less chorus talking. So the Gavel (they always think of it with a big G) came into existence. When President Parsons sounds it, the fire department of the city wants to get busy and the wild west club get quiet enough to eat out of Bob's hand—for the time being.

Serve the Nation for 10 Minutes

By Howard H. Gross

THE International Rotary Convention at Kansas City last year discussed Universal Military and Vocational Training, and adopted a resolution recommending such a policy.

A Rotarian myself, it was my privilege at the time to be present and to address the special assembly, explaining the plan which I have been advocating for the past three years, i. e., a prescribed training of American manhood, not as soldiers alone, but for fuller exercise of citizenship based on health development and knowledge. Efficient citizenship is not an accident. It requires the most efficient kind of teaching.

The principle involved is the same as that which is the basis of Rotary. Association of men from all walks of life will always tend to remove misunderstanding and broaden the vision. Thru this association a nation-wide fraternity results, a combined consciousness of responsibility and a co-ordinated effort to work for the good of the masses. Like Rotary, it is non-sectarian, removed from politics, and a matter of community welfare in the broadest sense.

With these facts in mind the Kansas City Rotary Convention further recommended that special committees be appointed by the various local clubs to co-operate with the Universal Military Training League. This has very largely been done. Our campaign has thus been far reaching.

But a crisis in the matter is now at hand and the next two or three months will decide it. The several hearings of the Senate and House Military Committees have brought home to the United States Congress the necessity for Universal Training. Latest of those who have appeared before these committees is General Pershing, who endorses our plan entirely—a plan for six months of military training, combined with educational and vocational courses of instruction.

We therefore urge that the clubs and individual members of Rotary thruout the United States make it their business to flood Washington with letters to representatives of their various districts, just urging Universal Training, that's all. In this way only will popular sentiment as regards the issue reach the place where it will do the most good. Congress wants this expression of opinion. Without it the members will be slow to act and the time is short.

Benefits of Universal Training will be manifold. The physical resources of the nation will be brought to their fullest development. The young men will be prepared for greater usefulness in civilian life. We shall have an effective national defense. Class distinctions will largely disappear. Every citizen will have a new vision of his responsibility as such. Crime will be reduced and industry increased. It will wipe out social unrest and tear down the red flag. The cantonments will be training plants, a grand melting-pot that will transform a conglomerate people into a single group, a unified society, with the interests at heart of America alone, first, last and all the time.

Boys, are you with me? Write Washington today—now—at once. Drop everything for ten minutes and serve the nation to its best profit. America's interests are yours. Go to it!

Note—Howard H. Gross, member of the Rotary Club of Chicago, Ill., is president of the Universal Military Training League.

TWO BIRDS WITH ONE STONE



Give them a center shot. As bowlers say: Make it a "strike." This cartoon by Darling shows the best way of dealing with birds of ill omen who prey upon us and undermine our structure of government, health and unity.

SIXTH DISTRICT SONG PRIZES

At the conference of executives of the Sixth District held at Pittsburgh, Pa., in October, and on suggestion of Governor May, it was decided to offer prizes for the best district song to be used at the district conference at Erie next spring. Prizes also will be given for the best attendance at the district conference. The clubs will pay a volunteer assessment to provide for the prizes. A committee of three, Dr. Spencer M. Free of Du Bois, Pa., John D. P. Kennedy of Beaver Falls, Pa., and Richard B. Parrish, of Bluefield, W. Va., has been appointed by Governor May to work out the conditions upon which prizes shall be given.

STARTS MOVE FOR BOYS' HOME

The Canton (Ohio) Rotary Club for several years has done persistent and practical work for the boys in Stark County. It has, however, in the past depended entirely upon the activity of its own club members and has had no resources except those provided by the club.

It appears now that it may be able to enlarge its field of work thru aid from the county commissioners. An investigation by the Welfare Committee of the club reveals that there is a county obligation closely related to the delinquent boy problem. In Section No. 1670, of the revised statutes of the state, it provides that the county commissioners, upon the advice and recommendation of the probate judge, shall provide by purchase or lease a place to be known as a detention home where delinquents or neglected minors may be detained until final disposition.

At a recent meeting of the club a resolution was passed instructing the Welfare Committee to

(Continued on page 306)



champion

Dependable Priming Plugs



**Have a "Summer Motor"
In Zero Weather**

YOU do not have trouble starting your engine in warm weather. Why have it in winter?

Get a set of Champion Dependable Priming Plugs that put the gas into the cylinders at the *right* place. It trickles down the plug core and enters right at the sparking point. With the gas exactly where the spark

jumps, the explosion is instantaneous and sure. They are better than priming cups, and for every one of the hundreds of thousands of motors that do not have priming cups, they are imperative.

All dealers sell Champion Dependable Priming Plugs. The price is \$1.50 each.

Champion Spark Plug Company, Toledo, Ohio.
Champion Spark Plug Company, of Canada, Ltd., Windsor, Ontario

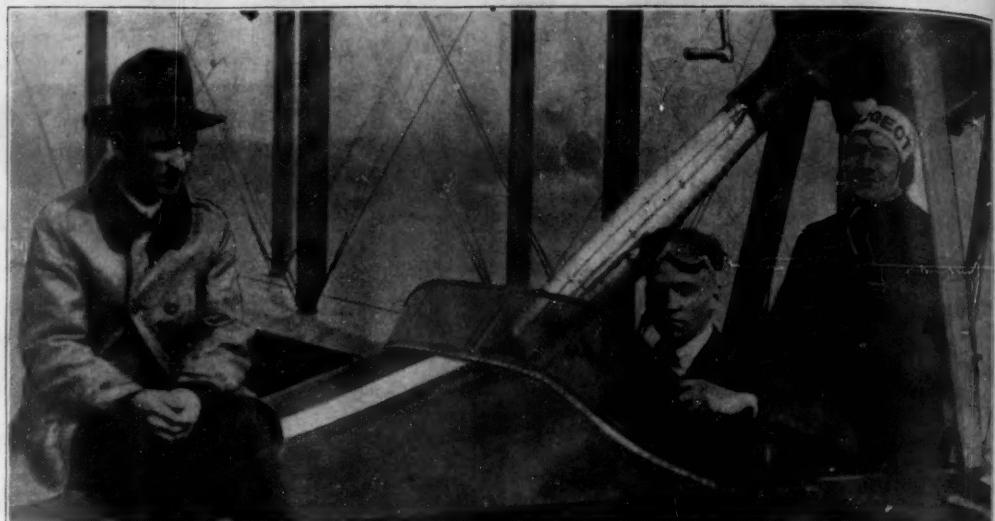
(Continued from page 304)

immediately take action to induce the establishment of such a home by the county commissioners. Upon being approached by the committee, Probate Judge Chas. Krichbaum, who has always been deeply interested in the boys of Stark County, warmly approved the movement and immediately joined the Rotary club in bringing the matter to the attention of the county commissioners. The attitude with which the committee was received by the commissioners leads to the belief that the hopes of the club may soon be realized and that Stark County, at an early date, will have the detention home so long anticipated—all of which means that Canton Rotary has again served well in this community.

—

KIDDIES' DAY AT HAMILTON

Child welfare has always been a hobby with the Rotary Club of Hamilton, Canada. Quite recently the club undertook to "put across" a campaign to raise \$60,000 to be divided between the Children's Shelter and Babies' Dispensary. It is not necessary to ask "Did they do it?"



The first seaplane to fly from San Francisco harbor to Lake Merritt in the center of Oakland, California. It carried Rotarian Earl C. Cooper (on the left) and Rotarian Harry Schroeder (on the right) to the Rotary meeting which was held on a boat as it circled the lake. The pilot is Dan Davidson. Photo by courtesy of The Oakland Tribune

MEETING ON LAKE

Group 1 of the Oakland (California) Rotary Club arranged a novel meeting instead of the regular luncheon meeting of the club. Four boats were chartered to carry members and a basket luncheon was served as the boats circled Lake Merritt, which is right in the heart of the city. Two of the members came with a pilot by seaplane from the yacht harbor at San Francisco. This is the first time that a seaplane landed on Lake Merritt. Following the luncheon, the Rotarians left the boats and went to the Oakland Public Museum and listened to an interesting talk on the early history and development of the city.

—

CLAMBAKE BY NEW YORKERS

A day at the beach which wound up with a glorious clam bake was enjoyed by New York City Rotarians at Oakland Beach, Rye. The cars, full of Rotary grins, started arriving at the beach at 9:30. The first thing was a ham-and-egg breakfast. As an aid to digestion, the Rotarians were lined up in a field for military exercises. Soon a speck in the sky was seen, and it came nearer and nearer, and presently a seaplane alighted on the water and glided up to the beach. President Tisdale and Past-President Vandever had chosen to arrive that way. Then there was a baseball game and all sorts of sports and contests in which every sedate member joined with glee. Along towards the middle of the afternoon the clam bake was ready, and it was a hungry bunch that fell to.

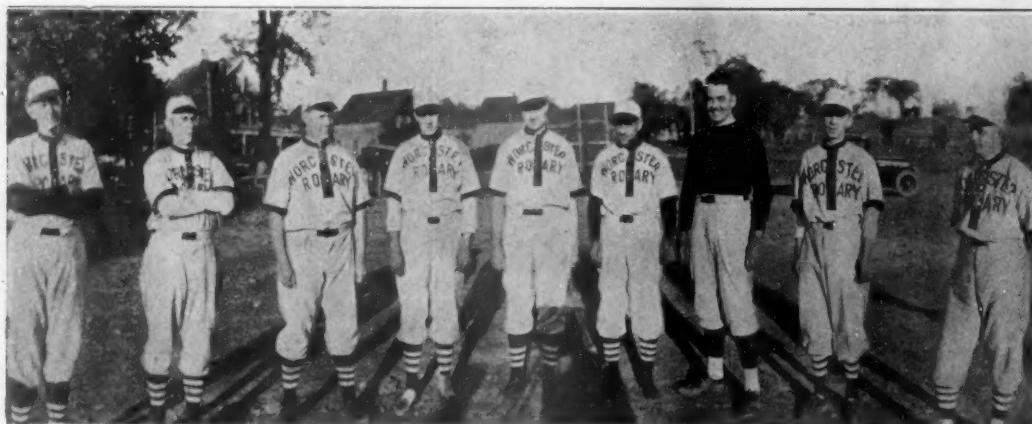
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EXEMPLIFYING SPIRIT OF SERVICE

The principles of Rotary are being daily exemplified by true Rotarians wherever they are. A desire to serve, sympathy, and brotherly love make life worth living. When the news of the loss of life and destruction of property occasioned by the great storm in September, reached Galveston, Texas, and it became known that all connections by rail had been severed, a relief party was at once organized by Captain Tom Anderson, vice-president of the Rotary Club of Galveston, and Rotarian George Sealy.

The good ship *Rotarian*, so named by Captain Anderson, the owner, was made ready for sea.

(Continued on page 308)



Baseball team of the Rotary Club of Worcester, Mass. They played during the October conclave of New England Rotarians at Augusta, Maine, in a game which realized \$250 for a Rotary room at the Augusta City Hospital

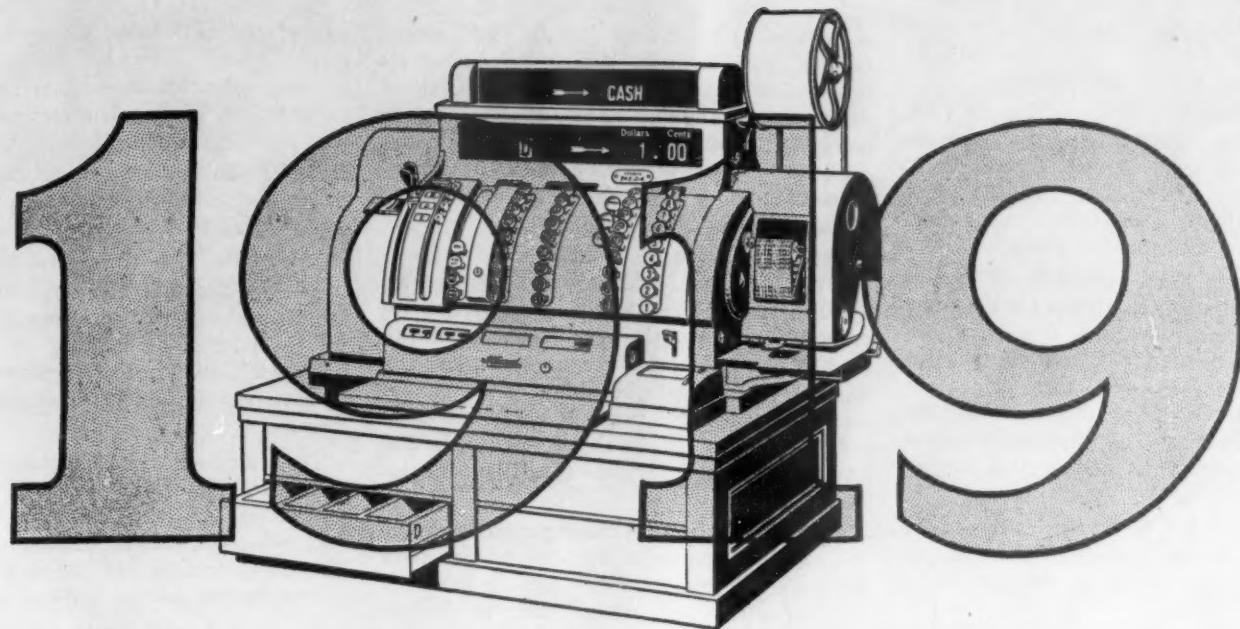
There was a noon-day luncheon at which the club had as its guests about fifty tots between the ages of three and six years. That was too big a brood for Papa Enlow to mother himself, so the wee ones were permitted to bring their real mothers with them. And what a time those kiddies had. Genial Jim Armstrong had seen to it that there were souvenirs a plenty for all, and Punch and Judy were present to keep them amused. The big kids enjoyed it as much as the smaller ones—so much so that kiddies' day will become a fixture with the Hamilton Rotary Club.

FOR ROTARY SONS AND DAUGHTERS

The Rotary Club of Champaign, Illinois, is anxious to secure all the names of sons and daughters of Rotarians who are attending the University of Illinois. Send the names and Champaign addresses to Secretary Edwin Filson, 10 Main street. The Champaign Rotarians were the proud hosts recently at a joint dinner meeting of about 500 Illinois Rotarians, at which were present President Bert Adams and other International officers en route to the board meeting in Chicago. Before the dinner, the Rotarians attended the Illinois-Michigan football game.



President Tisdale and Past President Vandever of the Rotary Club of New York, arriving by hydro-airplane at the Rotary clam bake of the New York club at Oakland Beach, Rye, N. Y.



Our business doubled this year

WE did twice as much business this year as we did during any other year in our history.

This shows that merchants realize more than ever before that they should get their store records quickly and economically by machinery instead of by the slow, expensive hand method.

It shows in the best way possible that up-to-date National

Cash Registers are helping merchants solve their problems most satisfactorily to themselves, their clerks, and their customers.

It is the very best evidence that our efforts to build a labor and time-saving machine are appreciated by merchants everywhere. It shows that up-to-date National Cash Registers are meeting the needs of retail stores in every country in the world.

Up-to-date National Cash Registers are a business necessity

The National Cash Register Company, Dayton, Ohio
Offices in all the principal cities of the world

(Continued from page 306)

and quickly loaded with supplies to the value of \$11,000 furnish by the citizens of Galveston. The trip across the Gulf was but a matter of hours. The *Rotarian* was quickly followed by the U. S. Coast Cutter *Comanche*.

At Port Aransas, Flour Bluff, Aransas Pass, and Rockport, badly needed relief was given and quite a number of refugees were taken on board and later brought to Galveston. Thru the use of the *Rotarian* (a light draught launch) many small out-of-the-way settlements were reached.

A central storm relief committee of six was named at Galveston to raise funds for the storm sufferers. Of this committee, five were Rotarians. At the request of the Corpus Christi Commercial Association, a committee of five was sent there from Galveston to advise with the business interests as to the handling of credits and general rehabilitation, and of this number three were Rotarians.

While Galveston was on the outer edge of the storm area, no danger was sustained, thanks to the seawall and the raising of the grade of a large part of the city.



LORD MAYOR'S ENTERTAINMENT

Members of the Belfast (Ireland) Rotary Club feel that a signal honor was paid them when the Lord Mayor requested them to arrange a series of two entertainments for about 400 navy men from boats in the harbor. The Rotarians got up a splendid party each night, including a fine dinner and musical program. One Rotarian furnish table decorations and another printed the menu cards, and the whole club carried out the affair so well that they received a congratulatory letter of thanks from the Lord Mayor.



ROTARY PARK PLANNED

The Rotary club of Seymour, Indiana, is justifying its existence and living up to the reputation of Rotary as being a live organization. A new city park to be known as Rotary Park is to be established. The club is also taking a very active part in the work to secure an aviation field for Seymour and the efforts of the Chamber of Commerce are being supported all along the line.



BARBECUE FOR EMPLOYED BOYS

About thirty-five working boys of Winston-Salem, North Carolina, were entertained by Rotarians of the city at a barbecue. Each Rotarian chose a boy as his pal for the evening and in introducing him told his chief ambition. There were friendly talks (after the eats, of course), and lots of singing and fun, and all the boys said they had a big time.



MEET WITH FARMERS

Ann Arbor and Ypsilanti (Mich.) Rotarians entertained about one hundred farmers of the county at a dinner starting off a campaign of co-operation between the business men and the farmers. The entire county board of supervisors were guests and were much impressed because they weren't asked for anything! Several addresses were given, on county nursing service, on the new state hospital which the University of Michigan is erecting, on the need for rural social centers, and on boys' work.

Rotary Service During British Strike

The work of one Rotary Club during the recent railroad strike in Great Britain is indicated by information received from the Rotary Club of Bournemouth, England. The following clipping from the BOURNEMOUTH DAILY ECHO of October 8, 1919, tells of the service which Rotary performed. It also is an illustration of how desirable publicity follows worth while activity.

The strike commenced on Saturday, September 27, 1919, and on Monday, September 29, a committee was formed "to consider and co-ordinate resources of the town in connection with food supply, distribution and transport, and any other service likely to be useful in the present emergency, and subsequently to act as a deputation to the Major, to put the services of the Rotary Club at his disposal in connection with this matter."

At the usual monthly evening meeting of the club, held on the same day, the formation of the committee was approved, and the whole of the members present offered their services in any capacity in which they might be called upon to act.

A meeting of the committee was held the same evening, when the following resolution was adopted: "That the deputation request an audience of the Mayor the following morning, with the request that he arrange immediately for an appointment with the local authority; and that it be pointed out to the Mayor that as the Rotary Club is representative of every branch of the profession and business community of the town, it is in a position to assist the authorities in either organization or management, and is prepared to supply offices or workers of any description; further that the members have pledged themselves to undertake any work which the authorities may ask them to perform."

In the absence of the Mayor, the deputation was received the following morning by the Town Clerk, following which it was received by Mr. Scott, the Local Food Controller. As a result of this interview, a Strike Emergency Information Bureau was established in the Square, in offices kindly lent by Rotarian F. H. Hankison.

The work carried out by this Bureau has been as follows:

- 1.—The registration of all voluntary workers.
- 2.—The registration of names of people stranded in Bournemouth, or of those having to leave the town on urgent business, with the object of finding means of transportation of them.
- 3.—The registering of cars offered by voluntary helpers.
- 4.—The registering as far as possible of all public and private vehicles leaving the town, with particulars as to their destination, the object being to utilize such vehicles where possible to convey passengers to the same destination or any intermediate place. In this way the Bureau has enabled many people, who might have been stranded for a considerable time to return to their homes. With the idea of effecting these objects, a printed notice was sent out to all hotels, boarding-houses, garages, etc., calling attention to the fact that the Bureau would endeavor to assist stranded visitors and others in the directions indicated, and urging car owners, both public and private, to register any journeys they were about to make at the Bureau. Co-operation

was effected with other Rotary Clubs by telegraphic advice as to what was being done, and in some cases has resulted in return loads of passengers or goods where cars would be otherwise returning empty.

5.—The Bureau has kept in close touch with the railway stations, and has daily kept a list posted of all trains running to different parts of the country.

6.—Boy Scouts: The services of the local Boy Scouts' organization were very kindly given for the purpose of stopping cars coming into the town, and directing them to the Bureau, so that return journeys might be arranged for them.

The committee has sat daily at 11 a. m. during the strike, and was fortunate in obtaining the services of Mr. W. H. Harrison of Branksome Hall, who took complete charge of the Bureau. The warmest thanks of the committee are due to him for his untiring zeal and energy.

A second sub-committee was formed for the purpose of collating particulars of available food supplies with a view to equal distribution among the various retailers in the town. The response to the appeal by this committee was of the most generous nature, retailers holding stocks freely and cheerfully placing them at the disposal of other retailers not so well placed to meet the requirements of the public.

The formation and working of these sub-committees was very much facilitated thru the good offices and cordial cooperation of the Bournemouth Chamber of Trade, who from the very beginning were represented on the committee by their president and leading officials, and rendered invaluable service.

The inquiries attended to averaged 1,000 per day, and on Thursday, the 2nd October, amounted to over 1,500.



FUND FOR AMERICAN LEGION

A recent project attempted by the Butte (Montana) Rotary Club was a campaign to raise funds to equip the quarters of the local post of the American Legion, or the World War veterans. Without publicity, the Rotary club committee made a canvass of the city—business houses, banks, professional men, and representative concerns. They were gladly received, and everybody was pleased at the opportunity of contributing to the cause and forwarding the purpose for which the money was being raised. At the next meeting of the Rotary Club, the committee reported that \$3,800 had been raised.



AMERICANIZATION AT 3½ CENTS

The Community and Recreation Centers of New York represent the greatest effort made for providing working boys with an opportunity for physical development, continued education, and Americanization. The Boys' Work Committee of the New York Rotary Club, making a study of the situation, discovered that the present facilities at their best can only handle one in every hundred, ten in every thousand, of the population. To reach one-tenth of the population would cost \$500,000, and to adequately serve the city

(Continued on page 312)



CAMELS are unique—a real cigarette revelation! That's due to their quality and to the unusual and expert blend of choice Turkish and choice Domestic tobaccos!

YOUR enthusiasm for Camel Cigarettes will steadily increase! They will not tire your taste, no matter how liberally you smoke! And, each cigarette will add just a little more to the joy and contentment the wonderfully refreshing Camel flavor hands you so lavishly!

Once you know Camels you'll prefer their blend—and what it gives you—the most fascinatingly mellow-mild-body ever realized in a cigarette—to either kind of tobacco smoked straight!

You'll enjoy Camels freedom from any unpleasant cigarettey aftertaste and from any unpleasant cigarettey odor!

Compare Camels with any cigarette in the world at any price—and forget coupons, premiums or gifts!

Camels are sold everywhere in scientifically sealed packages of 20 cigarettes; or ten packages (200 cigarettes) in a glassine-paper-covered carton. We strongly recommend this carton for the home or office supply or when you travel.



R. J. Reynolds Tobacco
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CIGARETTES



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The Home of Three Thousand Factories



Globe-Wernicke

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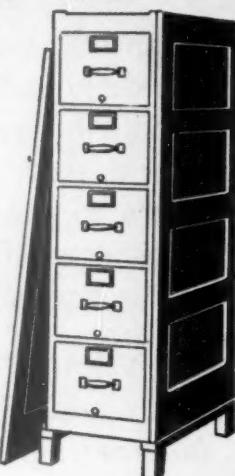
Made in Both Wood and Steel
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Combine efficiency and attractiveness with low price.

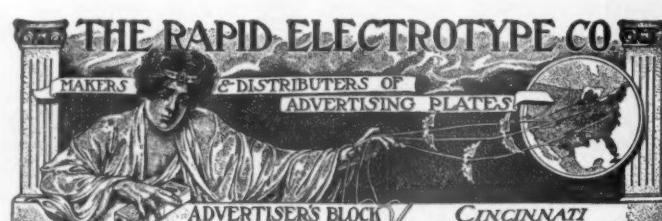
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Home of the Cincinnati Rotary Club

We've learned a lot from Rotary, including the generous sharing of Rotary Hospitality, Rotary Co-operation and unwavering consideration for all Rotarians.



Management, Rotarian John L. Horgan

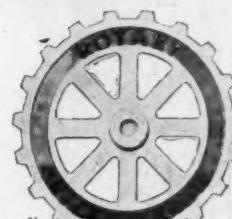
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for Hotels, Club Rooms,
Offices or Homes



Plastic Compo Wheel

Wheel 24 inches in diameter, with 2 American flags 3x5 ft. and 2 Rotary flags, purple and gold, 4x6 ft. Size, when made up, 6x8 ft. Complete \$10.00



Plastic Compo Wheel

24 inches in diameter, Complete \$2.50

Orders carefully packed and shipped promptly.

We decorate for events of any size or will assume complete management of expositions of any kind, anywhere in the country.

Approximate estimates furnished gladly.

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The Central Manufacturing City of the United States

Hall's Safe Company

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one man will do the work of five
if you give him a Stuebing Lift-
Truck and platforms - Write for
our book System in Trucking



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THREE MILES OF ADVERTISING GAINED
BY

The Cincinnati Enquirer in 9 Months

tells a story of progress that sounds like a fairy tale.

An agate line is 1/14 of an inch thick. Calculate, if you will, how many lines it took to make up 3 miles total.

Bear in mind that this represents a gain over 1918, and 1918 wasn't such a slouch of a year, either.

Why Is There So Great Demand for Enquirer Space?

Ask the smart advertising man, if these figures don't carry the answer to you.

Realize upon Cincinnati's Splendid Manufacturing Advantages

Locate Your Factory Here

In Cincinnati your industry is offered a combination of manufacturing and commercial advantages seldom equalled in any other city.

Nearby are vast quantities of easily available raw materials. Within a radius of 500 miles lies a great market made up of a buying public of nearly fifty millions of people.

Exceptional transportation facilities, both rail and water, bring raw materials to your factory and carry away your finished products.

Dependable Electric Power turns the wheels of your factory. It enables you to realize most profitably upon the raw material supply, to increase your production and to place your merchandise on the enormous market.

With the most modern power plant in America equipped with facilities for making Dependable Power in large quantities, we can sell it cheaper than manufacturers can make it, or buy it from central stations in most other cities.

Write our Commercial Department for detailed information about the advantages Cincinnati offers your industry. We will also help you solve your power problems.

The Union Gas & Electric Company

Cincinnati

**When You
Order Your
Next Suit—**



Insist that it is interlined with ABSOLUTE Hair Cloth. The illustration shows a coat over two years old, note the smooth, soft roll effect of the collar and front. Then too—you'll not be annoyed with "needle pricks" in the arm pits for in

**ABSOLUTE
Hair Cloth**

"The Hair Can't Work Out"

**GEO. S. COX & BRO.
Inc.**

Sole Makers of

**ABSOLUTE
Hair Cloth**

Cambria and Ormes Street
PHILADELPHIA

VUL-COT Fibre



**Is Your Waste Basket
A Holder or a Sifter of Waste**

Absorbed in the details of a coming interview, the boss subconsciously pulled out his waste basket to "dress up" his pencil point. When he pushed the old "open-work" basket back again, his rug was all littered with pencil shavings.

Perhaps he was a little nervous, or perhaps a bit disgusted—at any rate he said a few things about economy and efficiency to his office manager and the next day the "open-work" basket was replaced with a solid VUL-COT.

A month later the whole office got VUL-COTS—that was four years ago—and today those baskets are still perfectly good. You see, VUL-COT waste baskets are made of a material as strong and tough as iron and as light as wood—a material that will not dent, splinter or rust—VUL-COT Fibre, a higher grade of vulcanized cotton fibre.

VUL-COT

Waste Baskets

Guaranteed for five years.

AMERICAN VULCANIZED FIBRE CO.
524 Equitable Bldg., Wilmington, Del.

VUL-COT Fibre

Club News

(Continued from page 308)

would cost \$1,500,000. Last year was spent approximately \$176,500. This year the Board of Education asked an increase in the budget of \$93,000.

The great problems of industry, trade, finance, are many and important. But a nation's greatness does not consist in broad acres, fertile fields, vast mines of gold and silver, monumental buildings and colossal business enterprises. A nation's greatness consists in its manhood, its character, its citizenship. Millions are spent for trade expansion, while the greatest effort of the city to teach American ideals and build the American citizen of tomorrow, cherish and uphold the land, costs three and a half cents apiece.

Rotary Boys' Work Committee find these facts too late to insist that the plans for this year be commensurate with the need, but are insisting that not a single penny shall be pruned from the piteously small budget before the Board of Estimate and Apportionment.

INTER-CITY MEET AT INDEPENDENCE

The Independence (Kansas) Rotary Club entertained the clubs of Iola, Parsons and Chanute (Kansas), and Bartlesville and Nowata, (Oklahoma), in October. Rain interfered with the arrangements for an out-door picnic but the Elks Home was secured and 334 Rotarians and Rotarianes enjoyed an afternoon and evening as only they know how.

District Governor Timmons and Mrs. Timmons were the guests. As usual, stunts were contributed by each club, Independence bringing out their Boy Scout Band for the first time, which was organized and equipped by them alone.

The get-together will undoubtedly lead to many such gatherings, as all present express pleasure at being able to meet the members of the several other clubs.

ENDORSES MARINE LEAGUE

P. H. W. Ross, president of the National Marine League of the U. S. A., address the Rotary Club of Cleveland, Ohio, at one of the regular meetings. He told of the necessity of creating a national maritime spirit, to back the re-establishment of the shipping industry in the United States which was an outgrowth of the war. Following his talk, the club adopted a resolution endorsing the work of the League and urging Rotarians to become members and help in carrying out the objects of the organization.

QUESTIONNAIRES AS EDUCATION

The war made most of us so fearless of questionnaires that the Rotary Club of the Oranges (N. J.) decided to use this method to educate, to interest, and to entertain its members at the weekly luncheons. Accordingly, each Thursday one of the members is asked about five questions about his business that have been carefully prepared by a special committee. He is sent a list about five days in advance to give him ample opportunity to prepare short, yet comprehensive, answers, as about fifteen minutes only are given to this feature. The nature of the quiz depends

(Continued on page 314).

C & C
(Cantrell & Cochrane)
Ginger Ale

The Champagne of Ireland

Over fifteen centuries ago St. Patrick's Well in Dublin was famous throughout Ireland.

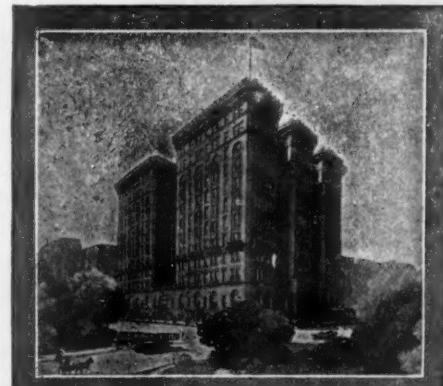
Today the waters of this historic well are drunk the world over in "C & C" Ginger Ale.

"C & C" has the life, the sparkle, the delicious crispness of champagne, without the fire. See that you have "C & C" at the Club weekly luncheon and the monthly dinner and order a dozen of "C & C" for your home.

Made by CANTRELL & COCHRANE, Ltd.

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DUBLIN & BELFAST

Agents for U.S.A., Messrs. Edward & John Burke, Ltd., 616-620 West 46th St., NEW YORK, who will give full information to Rotarians as to nearest point from which to obtain supplies



Hotel Majestic

Central Park West at 72nd Street
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A hotel of distinction
For guests of discrimination
With tariff in moderation

Near to the center of interest. Comfortably distant from the area of confusion. Stop at the Rotary Hotel next time you're in New York. You will have my personal attention.

Write me for information budget with auto map, etc., sent gratis.

Rotarian Copeland Townsend
Lessee-Director

Need Envelopes? Write Berkowitz

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CATALOGUE ENVELOPE

COMMERCIAL

FOR EXTRA HEAVY MAIL

Berkowitz Envelope Company
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Rotary Emblems for Offices or Window Displays

6½ inches diameter Metal Wheels, enameled on a dark Oak Shield.

A. To hang, \$5.00 B. To stand, \$5.50

EUGENE LEFEVRE, 892 Broad St., NEWARK, N. J.

All kinds of Coats of Arms carved to order.

(Continued from page 312)

largely, of course, on the classification represented, but an attempt is made to bring out facts that the layman wants to know, the "how it works" kind, etc. There is something historical, something technical, and always one question as to how the member's endeavors square up with the Rotary principle of service.

CELEBRATES CUBAN INDEPENDENCE

Celebrating the fifty-first anniversary of Cuban independence, called *el Grito de Yara*, the Rotary Club of Habana gave a brilliant banquet to a number of Cuban generals. The following day, General Menocal, President of the Republic of Cuba, was host to the same company of generals at a dinner, President Carlos Alzugaray of the Rotary Club being a guest at this affair. As an appreciation of the courtesy of the Rotary club, about a week later the generals who had been entertained by the Rotarians tendered them a dinner at one of the large estates near the city.

COMMUNITY MEETINGS

The Rotary Club of Dodge City, Kansas, inaugurated a series of community meetings with surrounding towns when it went to Bucklin and had dinner with business men of that town. The Rotary spirit soon spread about and the meeting was full of good fun and pep. The program consisted of music and talks on the purpose of Rotary, and cultivating friendly community relationships. The Dodge City Rotarians hold a meeting of this sort every other week, and are doing a great work in developing a wholesome community spirit and activity.

ASKS PRIVILEGE OF HELPING

Several members of the Rotary Club of Minneapolis, Minnesota, held an informal conference with the Minneapolis Park Board some weeks ago and askt that board whether there was not something which the club could do to help promote the board's plans for the betterment of Minneapolis. As a result the club's committee of fifteen is considering ways and means to bring pressure to bear on the tax levy board to double the amount allowed for keeping up recreation centers. A member of the Park Board said:

"This is the first time that any committee representing a body of citizens has ever come to our board with an offer of disinterested help. We have committees without end who come to seek something for this, or that, or the other thing in which they are interested, but this is the first time such an offer has come from any body of men who askt nothing but the privilege of helping."

SOLVING THE LABOR PROBLEM

This year the Clarksville (Tennessee) Rotary Club has been having ten minute talks on each member's business. Some very interesting facts have been uncovered, and the following refreshing information was divulged by a member who manufactures an article which is sold in every country in the world where corn grows. In his plant are fifty men; the average time of service is eleven years, and the longest over thirty years. There is no time clock and no timekeeper. On Saturday mornings one of the office force makes a round of the various employes and each gives in his time and he is paid on that basis. The Rotarian made the unqualified statement that his

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By placing your advertisement in "The Rotary Wheel," you will appeal directly to 2500 of the leading British and Irish manufacturers, jobbers, retailers. You could not choose a better medium. Rates moderate. Obtainable from Frank R. Jennings (address as above) or direct from Thos. Stephenson, Sec'y British Association of Rotary Clubs, 6 So. Charlotte St., Edinburgh, Scotland.

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For Rotarians and their families and friends—only one best way—"Rotary Way." Particulars now to secure this most important but limited "Service" for 1920 and onward from

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For work of the highest type write to Rotarian Henry Keck, 216 W. Genesee St., Syracuse, N. Y. To save delay please state size, shape and number of windows desired. Special designs made free of charge.

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Are superior and distinctive: wear longer, will not fill the type or dry out. You save by buying direct. Price, 3 for \$1.50; 12 for \$6. prepaid. Guaranteed to please or money back. Send 5c STAMPS for full length sample ribbon and booklet—"Better Typewriter Results." State name and model number of your typewriter. Address Dept. 6.

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firm has never been intentionally defrauded, has never had a strike, and has never had a question raised about wages. The men are mostly skilled mechanics, but when business is dull they are given work around the plant such as concrete work, carpentering and any general repair work, and they do it cheerfully and willingly.

(R)

HELP TEACHERS FIND HOMES

The members of Wichita Falls (Texas) Rotary club started and carried thru a plan to place at the disposal of the city school board, a permanent home for the use of the superintendent. Owing to the H.C.L. in general and the oil development in particular, the housing problem is very acute in Wichita Falls, prices being paid for rent and furnish rooms being far in excess of the average teacher's salary.

The club committee set \$5,000 as the minimum amount needed. Within a few days the committee reported \$7,000 raised, the residence bought and the deeds turned over to the school board. The room rent proposition for teachers was as quickly disposed of by members agreeing to take care of those needing places at reasonable rates. Rotarian Walter Cline set the pace by agreeing to furnish rooming accommodations for one teacher free of cost. Others agreed to furnish room and board for \$40 per month.

(R)

HONORARY MEMBERSHIPS

The conference of the club executives of the Ninth Rotary District, held at Bay City, Mich., October 4, considered the subject of honorary membership in Rotary, and adopted the following resolution, urging action by clubs and by the International Association:

"WHEREAS it has come to the notice of the delegates at the Conference of Rotary Presidents and Secretaries held at Bay City, Michigan, this fourth day of October, 1919, that a few honorary members have commercialized their memberships while visiting other clubs, and that such memberships in some instances, have apparently been bestowed for insufficient reasons, therefore, be it

"RESOLVED that it is the sense of this Conference that governing bodies of all Rotary Clubs be respectfully requested to grant honorary membership only after very careful consideration of the proposed members; and

"FURTHER, that Section 4, Article IV, of the Standard Constitution recommended by the International Association of Rotary Clubs be changed to read as follows:

"Honorary membership shall endure only while the member maintains his principal residence in this city, provided further, that the board of directors may for good cause at any time cancel the membership of an honorary member on condition that each member of the club shall be served in writing with a notice at least ten days in advance of such action by the board."

(R)

PROPOSING MEMBERS

A change in the plan of getting new members into Rotary Clubs was endorsed by the conference of club executives of the Ninth District, held at Bay City, Mich., October 4, which adopted the following resolution:

"RESOLVED that the methods used by the Lansing Rotary Club in proposing names for mem-



"Gentlemen, This is My Son!"

Just imagine that moment of glory—when you shall introduce that boy of yours to men of affairs—your boy, who so soon will step into the business swirl, to meet stiff competition, hard problems, dangerous temptations.

You smile happily at the pride you feel, and at the same time cringe a bit as the question pounds itself against your ribs: "Did I do everything I might have done to give him initiative and to make him self-reliant and manly?"

For, long before he or those other boys in whom you are especially interested shall go forth to make their own way, they have started to ponder and to plan—to leave home mentally.

At this vital period, especially now at this glad Christmas season, you can do them no greater kindness than to put into their hands *The American Boy*, the one all-boy magazine that supplements home and school as friendly companion and wise counsellor of more than 500,000 spirited American boys between the ages of 10 and 20 years.

FOR THEM *The American Boy* is THE CHRISTMAS GIFT QUICKEST to buy, EASIEST to send, SUREST to please, CHEAPEST in the long run. Repeats itself every month.

THE AMERICAN BOY

"The Biggest, Brightest, Best Magazine for Boys in All the World"

The greatest present for ANY boy or boys in whom you are interested.

Twelve big issues of *The American Boy* for 1920! They will make a boy ambitious—inspire him—develop his imagination—make him think right of the future that faces him so alluringly.

As a father, or friend, read over *The American Boy's* big features for the coming year! Don't they include everything for real boys to enthuse over?

Enos A. Mills, naturalist, explorer, lecturer, author, will delight boys every month with healthy, fascinating nature studies and outdoor lore.

Stories that give the thrill of athletic games; that help the boy athlete; that have ethical import. Also helpful articles by experts.

Stories, articles and pictures that help boys to understand better what sort of folks live in other lands.

Boy Scout stories—only the best—and articles that help Scouts in their Scout work.

Articles that aid the boy in picking his right vocation.

"Boys Who Used Their Brains," in-

tensely interesting TRUE stories about men who, as boys, overcame obstacles and won success.

"Through College on Pluck and Desire," a true story of what a boy did, showing that any boy can get a college education if he wants it.

Clarence B. Kelland's "Catty Atkins," which is proving as much of a boyhood classic as his wonderfully popular "Mark Tidd."

William Heyliger's "High Benton"—the greatest of all school stories, now running.

Departments and special articles on helpful hobbies—carpentry, mechanics, poultry and pets for pleasure and profit, gardening, electricity, photography, etc. They occupy the boy's hands and spare time and help to fix his interests.

The year's contents would fill 25 big volumes which would cost, as books, at least \$25.00.

Those boys you know need *The American Boy*—today more than ever. It is a boy-building necessity! It is right that they

should have it! GIVE IT TO THEM FOR CHRISTMAS!

\$2.00 for a whole year; 20 cents a copy—on news-stands
THE SPRAGUE PUBLISHING CO., No. 151 American Bldg., Detroit, Mich.

THE SPRAGUE PUBLISHING CO. If it is desired to include special Christ-
mas card, put mark (X) in square.

Herewith please find \$2 for which please send *The American Boy* for one year, starting with the big Christmas number, to

Name _____

Street Address _____

City _____ State _____

Your Name _____

Address _____

To make presents to additional
boys, paste this coupon on a sheet,
add their names and addresses,
remitting at \$2.00 each.

December, 1919, Vol. XV, No. 6



**Shelltex
Shur-on
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POSSESS that indefinable distinction which makes them look as though designed for you alone when your optical specialist fits the right size of the style you select. —and Shur-ons will help you see better.

Quality Beyond Question

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Manufacturers of ALL Shur-on Optical Products

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Sales Agency Wanted

A member of The New York Rotary Club wishes to secure Sales Agency in New York City and near-by territory for manufacturer requiring representation by experienced salesman capable of producing results, maintaining own office and organization.

Also Rotarians may arrange to establish New York Headquarters at my address for the reception of callers, mail, 'phone and telegraph messages. Our organization will take care of business and execute commissions for principals during their absence from New York.

J. KENDALL SMITH, (Rotarian)
171 Broadway, New York City

Waxed Carbon Paper

Will not smut, dry out or wrinkle; superior wearing and manifolding qualities; will not soil the hands or stationery; make clean, legible copies. Sold plain at factory price, all colors, in sizes, materials and standard weights. Send \$1 for sample box of 50 sheets, legal size. State color and weight desired. Money back if not pleased. Address Dept. 6. THE RIBBON WORKS, Galveston, Texas

bership into Rotary clubs be recommended to International Rotary to replace present rule. Following is the proposed new rule:

"The name of a newly proposed member shall be submitted first to the secretary and by him to the membership committee. The membership committee after making due investigation shall then proceed to vote and if not to exceed — negative votes are cast, the name of the proposed member shall then be referred to the board of directors. The secretary, when directed by the board, shall then notify each member of the club in writing, giving the name of the proposed candidate, the firm represented and the classification under which he seeks membership.

"A ten-day period shall then be allowed, during which any member objecting to the election of such proposed member shall notify the board of directors in writing, stating the reason for his objections. After the expiration of ten days, the board shall meet and consider such proposed member and such objections as may have been submitted. They shall then proceed to vote and if not more than — votes (negative) are cast the proposed member shall then be considered duly elected. The secretary shall then notify the member who proposed the name and shall deliver to him a membership blank, which shall be filled out and signed by the proposed member and returned to the secretary with the admission fee."

East Moline Has Biggest Institution Meeting

To East Moline, a bustling industrial center on the banks of the Mississippi river in western Illinois, goes the distinction of having the biggest institution meeting in the history of Rotary, Rotarians from half the clubs in Twelfth District participating.

On October 2, four hundred Rotarians, steaming full blast with Rotary pep, punch and enthusiasm, invaded East Moline, extended the newborn club the glad hand of welcome, delivered its charter of affiliation in the I. A. of R. C., and started it off on its promising career with a whoop, a whang, and a whirl.

Not in many a day has East Moline experienced such a pronounced display of sincere, dyed-in-the-wool interest in helping the other, and in this case, the little fellow. The visiting Rotarians truly exemplified the Rotary motto, **HE PROFITS MOST WHO SERVES BEST**, embued the eighteen obligating East Moliners with the fundamental spirit of Rotary, and saturated the atmosphere with the essence of goodfellowship.

Delivery of the charter to the new club, the twenty-fifth in Illinois, was made by District Governor James Craig of Chicago. It was accepted by John W. Casto, president. Following this impressive formality, officers of the visiting clubs, including Moline, Rock Island, Davenport (Ia.), Waukegan, Kewanee, Chicago, Joliet, Galesburg, Rockford, Springfield and Champaign, were introduced and all responded with congratulatory remarks and wishes for an unbounded success for the infant organization.

One of the outstanding features of the evening's program was the presentation of a silver loving cup to Governor "Jim" Craig, by the clubs of Moline and Rock Island, as an expression of appreciation for his efficient services. Rotarians Walter Rosenfield of Rock Island and L. A. "Mike" Mahoney of Moline framed a clever fake argument preliminary to the presentation by B. F. Harris of Champaign, chairman of the International Committee on Business Methods.

Short but spirited addresses, designed to be guide posts and lights on the highway of the new club members, were made as follows:

Duties of a New Rotarian—Don Carter, Chicago.

Loyalty—Wilson P. Hunt, Moline.

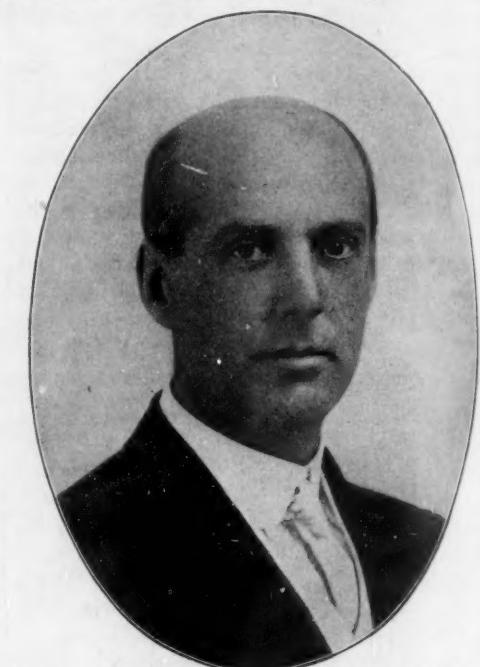
Rotary in Business—B. F. Harris, Champaign.

Rotary Spirit—Rev. Henry Rompel, Waukegan.

Rotary Practice—Walter Rosenfield, Rock Island.

Concentration—Harold Clark, Rockford.

Public Affairs—Roy Jefferson, Springfield.



E. C. (Jack) Fisher, past president of Rotary Club of Rock Island, Ill., Governor's special representative in organizing East Moline (Ill.) Rotary Club.

Rotary Punch—Morris Lennon, Joliet.

And to stimulate the already high-pitch spirits of the 400 Rotarians, there was a jingling, gingery jazz band from Waukegan, a quartet from the same city that dispensed rare harmony, and a "Sympathy" chorus from Chicago which dispensed weird grave-yard melodies, in addition to the East Moline high school orchestra.

E. C. (Jack) Fisher, past president of the Rock Island Rotary club, acted as special representative of the governor in organizing the East Moline club, and Jim gives the credit for this successful affair to Jack and the Rock Island and Moline clubs.

—®—

ROTARY SERVICE INTERNATIONAL

Last year Donald Miller, son of Rotarian Thomas C. Miller of the Rotary Club of New York City, was killed while doing scout duty in the Royal Flying Corps. Lately his brother was in London and desired to place a marker above his grave. Remembering that Frank Waterman was a member of the New York club, Miller called at the Waterman agency in London, and got the address of London Rotary headquarters. There he got in touch with Rotarian Trenner, whose classification is "signs." With Trenner, whose classification is "signs." With Trenner,

(Continued on page 318)

BOOKS FOR THE HOLIDAYS

Jurgen

By JAMES BRANCH CABELL

Author of "Beyond Life," "The Rivet in Grandfather's Neck," etc.
Cabell,—ironist, "shrewd and infectious laugher," as Mencken calls him, now recognized by the discerning as one of the greatest of living writers, has written an amazing, fantastic romance which early reviews unite in calling a masterpiece. Joseph Hergesheimer says of it: "Jurgen" is a very strange and very beautiful book; it is courageous, truer than truth, and made to a marvelous extent from man's innate being." Burton Rascoe, in the *Chicago Tribune*, declares: "There is no book that I know of in any language that is quite like it. It is absolutely unique in conception, original in treatment and enchantingly written." The *Philadelphia Press* states that "it has all the earmarks of a classic . . . it is a book of deft satire, and with a strong philosophical significance, serenely witty, profoundly wise, superbly beautiful."

12mo.

\$2.00

Her Elephant Man

By PEARL DOLES BELL

Miss T N T they called her, because she was likely to explode at times—and yet every one loved her, especially Uncle Jeremy, her quaint, warm-hearted old guardian, and Philip, who for some quixotic reason, had given up wealth and social position to become her "elephant man." You, too, will love Joan and all of the other characters in this refreshing, old-fashioned love story with its novel setting.

Attractively illustrated by George Brehen.

\$1.75

The New Decameron

By VARIOUS WRITERS

Some cynical person has described this book as "decent but clever." You will agree with the adjectives. The stories are told by different characters, and they range in appeal from a particularly crawly ghost story (which the *Chicago Tribune* calls "hellishly good") to the delicate charm of *The Upper Room*. Second Printing.

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Ashes to Ashes

By ISABEL OSTRANDER

A new Ostrander book—in other words a first rate mystery story, at once eventful, puzzling and captivatingly original.

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Dope

By SAX ROHMER

A new novel by the creator of Fu Manchu is an event to many thousands who find enjoyment in stories that are at once bizarre and thrilling. *Dope* is as absorbing as any of its predecessors.

Second Printing.

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By EDWARD EARLE PURINTON

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By FENWICKE L. HOLMES

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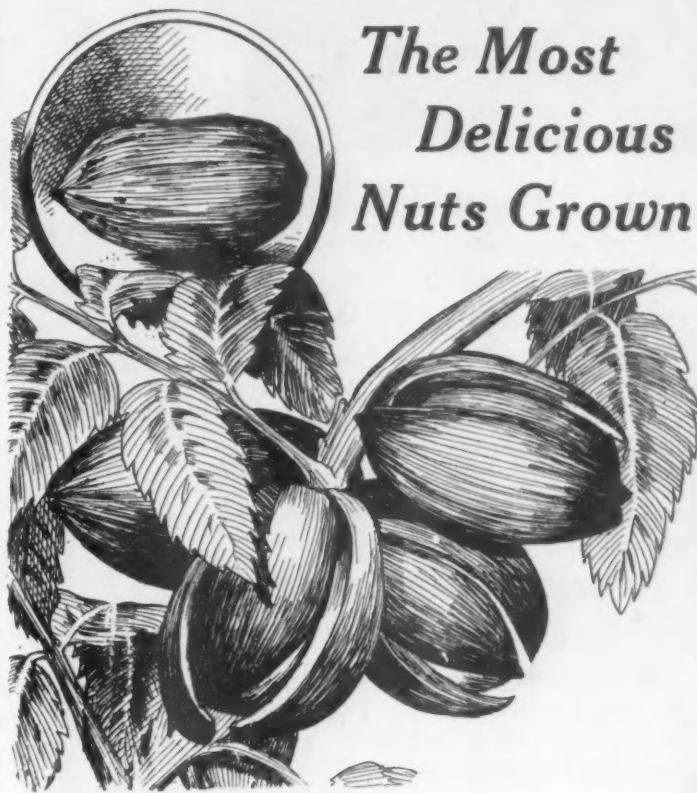
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Choicest quality select Paper Shell Pecans, fresh from famous Georgia groves. No "duds," but all fresh, sound nuts, chock full of deliciously rich and tender meat.

The Tasty Xmas Gift

You'll look a long way before you'll find the equal of a package of these paper shells for a Christmas package—for yourself or a friend. These appetizing nuts, of unrivalled food value, will prove an out-of-the-ordinary treat.

We pack them in attractive boxes, appropriate to the Season, and ship them promptly by **insured** parcel post, **charges prepaid** to any address, with your card or name inclosed if you wish, at the following prices:

East of the 5-pound Box, \$5.00
Mississippi 10-pound Box, 9.00
West of the 5-pound Box, 5.40
Mississippi 10-pound Box, 9.75

Send us your order.

C. J. Kamper Grocery Co.
Rotarian Grocers
492-498 Peachtree St. Atlanta, Ga.

(Continued from page 316)

ner's aid, a fourbladed airplane propeller or "wheel" was secured from the British War Office. This was lettered and Miller was able to take it to France and place it over his brother's grave.

®

ADVERTISING MEMBERS

The Rotary Club of Ithaca, New York, has a unique stunt for stimulating interest in the club publication. Every member of the club is advertised at least once a year in the club paper. The ads are written by the committee in charge of the coming meeting, and each committee is anxious to have its advertising better than any previous issues. Not only does this furnish great amusement at some of the clever write-ups, but it serves to keep each member reading the notice and also is a good way to familiarize all members with one another's business.

®

WELCOME RETURNED MEMBER

Rotarians of Long Beach, California, fixt up a nice little stunt to welcome their fellow member, John Meteer, on his return from overseas. Before the luncheon each member and guest was given a carnation to wear. At each plate were laid other carnations, and when the welcome was extended to the returned member, each Rotarian carried his flower to John's table where there was an empty flower basket, and put it in the basket. When the flowers were all put together, the chairman made a few appropriate remarks and John was told to give the flowers to Mrs. Meteer.

®

ENTERTAIN KIWANIS CLUB

The Rotary club and the Kiwanis club of Oshkosh, Wisconsin, had a contest to see who could secure the most new members for the Association of Commerce. Rotary got 70 and Kiwanis got 73, so the Rotarians entertained the Kiwanians at dinner. The program was devoted chiefly to a discussion of civic problems, including boys' work and better salaries for teachers.

The Hen

(The supply of fresh eggs on hand in June of this year was greater by nearly ten per cent than the supply on hand at the same time last year.—President Wilson.)

The hen! the hen!

The mighty hen!

Much mightier than the sword or pen!

Her snuggle nest

And peaceful rest

Are symbols of things we all love best.

She knows no junk;

She's never drunk;

But is always ready to "sit" and plunk:

And what she makes,

Good gracious sakes!

That takes the cake of all your cakes.

The rooster crows,

And goodness knows

He's something to crow for—cause it shows!

But, holy smokes;

There be some folks

Who crow and strut—but are just jokes!

And Congress "sits,"

And spits, and splits—

A national cabaret of fits!

While business blinks,

The philosopher "thinks,"

And the devil grins his wickedest winks.

All hail to the boost

From the chicken roost

And all the stuff therein produced!

What men can hatch,

And all they scratch,

To the old hen's can't hold a match.

May all folks crackle

In flames who tackle

Or ever disturb the Old Hen's cackle!

The hen! the hen!

A queen among men!

Hurrah for her! hurrah! Amen.

—Stanley L. Krebs, Rotary Club, N. Y. © 1919.



SNAP SHOT photograph of our famous American Coaster Slide in action. Will take care of one hundred and twenty-five children per minute and is a whole playground in itself. It is manufactured by the only Rotarian in the world who manufactures Playground apparatus. Write for large illustrated catalogue of every kind of apparatus.

American Playground Device Company

W. W. Huffman, Sec. & General Mgr.
Anderson Indiana

Molle Typewriter



Neither Toy or Experiment

APPROVED AND USED BY U. S. WAR DEPARTMENT

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Possesses every essential feature of larger, heavier, more costly typewriters. Three unit machine: base, carriage and action. Many troublesome parts eliminated.

The machine for both office and home. Does the work of any typewriter, regardless of cost.

OFFICE AND FACTORY
Oshkosh Wisconsin, U. S. A.

THE ROTARIAN

Rotary, Town Man, Farmer

By Charles E. Mack

THE writer recently heard Dr. Steiner of Grinnell, Iowa, say at a Rotary luncheon that he enjoyed very much speaking to the men of Rotary, that he had found them the cream of the community, but that while it was fine for the "cream," he was afraid it was rather hard on the "skim milk." The Newton (Kansas) Rotary Club believes it has found a way of overcoming that objection to Rotary and here is a brief outline of the plan we are now working upon:

Our delegates to the Salt Lake City convention brought home the suggestion of Vice-President Dyer that Rotary had a mission in bringing about a better understanding between the town man and the farmer. The club liked the idea and decided to try it out during the summer months when it had previously been decided to have outdoor meetings during the hot weather.

In considering how best to approach the farmer it was decided that the small town banker and business man were almost indispensable. Newton is a county seat town of 10,000 population in a county where there are six smaller towns, none of which are large enough for a Rotary club. The plan then developed of holding meet-

ings in these towns to which would be invited a number of local business men and representative farmers of the vicinity, about equal to the membership of the Newton club.

The first meeting was held in a neighboring town on a fine summer evening on the lawn of one of the prominent citizens. An appropriate cold lunch was provided by the Newton Club's caterer and the men of the two communities alternated about the table. The presiding officer explained the purpose of the meeting as simply being one of getting better acquainted, that there was no trade promotion or any other propaganda to hand out. He said:

"Usually the town folks come out to see you when they want some specific thing and we thought it would be a good idea to come and see you once when we have nothing to hand you but a handshake. While we have no petition for good roads, subscription for liberty bonds or anything of that sort, Rotary has a message to bring you that we feel sure you will be glad to hear."

He then introduced a Rotarian and a former citizen of the little town who told them of the ideals of Rotary. There followed spontaneous

talks by both Rotarians and their host-guests and the meeting proved to be a veritable love-feast of good fellowship.

Success Inspires Other Meetings

The first meeting being such a success the club decided to continue the visitations and turned over the working out of the idea to the community service committee. Each succeeding meeting has been as mutually enjoyable and fruitful of results.

The Newton club meets bi-weekly and goes visiting on the off week. At later meetings we have had the lunch provided by local church ladies or caterer under the direction of some of the local men whom they ask to act as a steering committee, which committee also invites the local guests.

Each man pays for his own meal, it being first explained that "dutch treats" is a Rotary idea. Upon the same basis they can come to any of the home meetings of the club without a special invitation and not feel that they are imposing upon any one. They are told how Rotarians visit other clubs when in other cities and they are urged to visit the Newton club in the same manner and are assured of the same hearty welcome.

We planned to make our regular meeting of Nov. 11th a joint celebration of Armistice Day and a culmination of this program, our dinner to be enlarged into a banquet at so much per plate and the public generally invited. The men with whom we have met over the county were especially invited to "return the call" and bring any friends that might be interested. It was intended to have two outside speakers of note, if possible, one to talk on "Problems" and the other on "Blessings," which we have received as a result of the war, how to solve the one and perpetuate the other. There was also to be something said by the presiding officer and speakers of the ideals of Rotary and of the spirit which engendered the meeting. Thus the idea of reaching the farmer was enlarged to one of community wide acquaintanceship, co-operation and service.

Greater Sphere of Influence

We feel that in Rotary we have some ideals that are too good to keep unto ourselves. Each club has surrounding it a considerable community wherein no other clubs will be organized. This should be considered its "jurisdiction" or "sphere of influence." Thruout that community Rotarians should spread the ideals of community service they represent. By acquaintance, mutual appreciation and understanding they can lay the foundation for a broader influence and greater usefulness. When such a contact is established there is almost no limit to what can be accomplished.

Likewise there is a greater sphere of influence for the city club. We belong in the trade territory of Wichita, Kansas, a city of 100,000 population. We look to that club for leadership and have suggested that it might have a greater community meeting sometime, to which would be invited all the surrounding clubs who would bring with them other business men and farmers representative of their communities. Such a meeting will probably be held in a few months at the time of the Live Stock Exhibition. At that meeting the problems of the farmer and

stockman, in whom we of this country are all interested, probably will be considered and how Rotary can help solve them. In like manner Oklahoma City, Kansas City, Tulsa and other cities thruout the Seventeenth District might be vaccinated with the notion. I understand that our very active and efficient district governor, Bob Timmons, has such a program under consideration.

Note: Charles C. Mack is the president of the Rotary Club of Newton, Kansas.

INTER-CLUB MEETING AT HAVERHILL

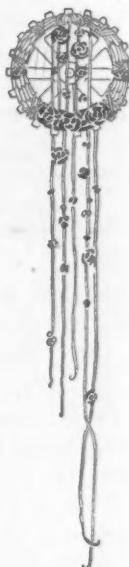
The Rotary Club of Haverhill, Massachusetts, was host to the clubs from Lynn and Salem at

an afternoon and evening meeting. In the afternoon each club put on a stunt. The Lynn club conducted an old-fashioned horse race which furnish a great deal of amusement. A ball game between Lynn and Salem was won by Salem. At the banquet, Past International President Arch Klumph and Past International Vice-President Willard Lansing were guests.

SCHENECTADY AMERICANIZATION

Following the report of the Americanization committee of the Rotary Club of Schenectady, New York, the club has undertaken active work in the nationalization campaign in the city. Efforts will be made to reach the foreign-born parents and teach them English thru the children

Christmas and New Year's Greeting Cards



THE Century Engraving and Embossing Company respectfully solicits the privilege of executing your Christmas and New Year's Greeting Cards. It is equipped to handle this work promptly and artistically—the Rotary way.

Also Letterheads, Wedding Invitations, At Home and Church Cards, Business Cards and Announcements, Monograms, Crests.

Designs, suggestions and estimates cheerfully furnished. Send your orders in early.

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W. G. Hartung, President
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Julius Biel, Secretary and
Treasurer

The Path to Home

The New Book of Verse

By Edgar A. Guest (Rotarian)

Is an Ideal Christmas Gift

The love-light of the home life and the joy of just being in it and of it, shine through the pages of The Path to Home. There's fun aplenty here, too; little boy poems by one whose heart still is boyish; little girl poems by one who knows and loves little girls. Guest dusts off Memory's mirror for us, reflecting forgotten, happy days with deft and humorous fidelity.

Other Books of Verse by Mr. Guest

- A Heap o' Livin'**—A book of verse on the nearby joys—on home and happiness and smiling, friendly people.
- Just Folks**—Your folks and my folks and those across the way—the people we know and love, and those who love us, are rhymed here.
- Over Here**—War Time Rhymes for the folks that could only stay at home and pray for the boys that went Over There.

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EARL R. BENEDICT, Rotarian

in the schools. The schools are to be opened as community centers and classes will be formed to study the English language and American citizenship. The club has also secured the cooperation of the theaters to start all performances with the national anthem, so that foreign-born citizens may become thoroughly familiar with the words and music. The Rotarians feel that this work is particularly vital in Schenectady, as there is such a large percentage of foreign-born population.

TO AID CRIPPLED BOYS

From a request put by one of the club members for the club to interest itself in the welfare of a twelve-year-old, fatherless, cripple boy, has sprung a program of activity along this line which the Rotary Club of Okmulgee, Oklahoma, is going to carry out. Not only is the one lad to be given medical treatment, but all the other crippled boys in the city are going to be hunted up and given a chance to be whole and strong. The Rotary doctor offered the services of the city clinic for examination and X-ray purposes. A committee will investigate all cases and make recommendations to the club.

Standing of Clubs in Attendance Contest for Month of Oct., 1919

(Compiled from all reports received before November 16, 1919.)

Division A—Clubs having more than 200 members.

Division B—Clubs having between 100 and 200 members.

Division C—Clubs having less than 100 members.

Only those clubs whose reports have come thru the District Governor's hands to the Headquarters office by the 15th of the month are considered in the competition.

NOTE—Bold-face figures before names of clubs designate number of times in succession clubs have appeared in list.

DIVISION A Ten Highest

Name of Club	Membership	Number of Meetings	Average Attendance	Average Percentage
2Worcester, Mass.	235	6	182	77.44
12San Francisco, Cal.	292	3	226	77.30
2Albany, N. Y.	200.4	5	151.8	75.74
12Oakland, Cal.	208	5	157	75.48
Toronto, Ont.	300	5	216	72.00
Los Angeles, Cal.	221	5	151	68.37
Detroit, Mich.	291	5	198	68.04
3Winnipeg, Man.	234.6	5	154.8	65.98
6Minneapolis, Minn.	233	5	152	65.23
2Elmira, N. Y.	222	5	144	64.86

Five Lowest

5Baltimore, Md.	206	4	98	47.57
Louisville, Ky.	222	5	102.6	45.31
Binghamton, N. Y.	200	5	90.8	45.4
2Chicago, Ill.	352	5	146	41.47
12New York City	490	5	169	34.48

DIVISION B Ten Highest

13Birmingham, Ala.	159	4	144	90.56
13Newark, N. J.	160.5	4	137	85.35
13Davenport, Ia.	148.5	4	124.75	84.00
Tonawanda, N. Y.	111	4	91	81.98
Niagara Falls, N. Y.	138.4	5	110	79.47
2Knoxville, Tenn.	107	4	84.5	78.97
2Calgary, Alta.	122.3	4	94.8	77.51
Peoria, Ill.	129.4	5	100	77.27
Rock Island, Ill.	100	4	76.5	76.5

Five Lowest

Reading, Pa.	139	4	64	46.94
2Springfield, Mass.	161	5	70.2	43.80
Danville, Ill.	101	4	38	37.82
2Paterson, N. J.	123	4	42	34.13
Hartford, Conn.	120	1	38	31.66

DIVISION C Ten Highest

Marietta, Ga.	20	1	20	100.00
East Moline, Ill.	17	5	16	94.1
Peekskill, N. Y.	22	2	20.5	93.18
2Victoria, Texas	29	4	27	93.1
Ypsilanti, Mich.	34	4	31.75	93.08
2Raton, N. M.	26	5	24	92.30
Waukegan, Ill.	43	5	39	90.69
Augusta, Kans.	21	3	19	90.47
Clarksville, Tenn.	41	5	36.6	89.26
McPherson, Kans.	23	2	20.5	89.13

Five Lowest

Salem, Mass.	61	4	29.2	47.86
Fitchburg, Mass.	74	4	35	47.29
Baton Rouge, La.	70	4	33	47.14
Holyoke, Mass.	92.6	3	44.6	47.08
Haverhill, Mass.	93	5	42	45.16

There are also 265 towns and cities which are being surveyed by the district governors or their special representatives.

Chairman of organizing committee have been appointed in seventy-six towns and cities where the work of organizing Rotary clubs is going on with the sanction of the International.

During the year between July 1, 1918, and June 30, 1919, there were 101 Rotary clubs organized and affiliated. The Extension Department feels confident that this year the number of new

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clubs will more than double the number affiliated last year.

The Extension Department is concerning itself particularly with the manner in which the new clubs will be educated before starting on their work as full fledged Rotary clubs.

Rendering this service is not only helpful to the new club, but it reacts in making the older clubs just that much stronger.

The duty of the Special Representative of the District Governor is not completed when he has made out the survey and sent it in. The Special Representative should "follow thru." If possible, he should attend the meeting of the Committee of Organization and give the benefit of his counsel, advising them as to the classifications to be considered and the type of men taken from each classification.

He should be present at the preliminary meeting to make certain that the charter membership of the club is properly educated in the principles of Rotary. He should be present at the permanent organization meeting; make certain that the club adopts the standard Constitution and By-Laws, and also assist the officers to prepare the application for affiliation papers.

At the meeting where the charter is presented to the club, he should get delegations from all the nearby clubs, making certain that several good strong Rotary talks are given by men well versed in Rotary. After the club is finally launched, he should arrange for speakers from nearby clubs to appear before the new club and expound Rotary.

Club Notes

The directors of the Rotary Club of Salem, Massachusetts, are calling in person on every member for the purpose of explaining the obligations that members assume when joining the club and to urge that they support the club by living up to these obligations.

—R—

Twenty-two Scranton, Pennsylvania, Rotarians assisted the Y. M. C. A. in a drive to increase memberships. In three days the membership went from 1,730 to 2,400.

—R—

The new mayor and aldermen of Halifax, Nova Scotia, were guests of the Rotary club which complimented them on the good work already done and that under way.

—R—

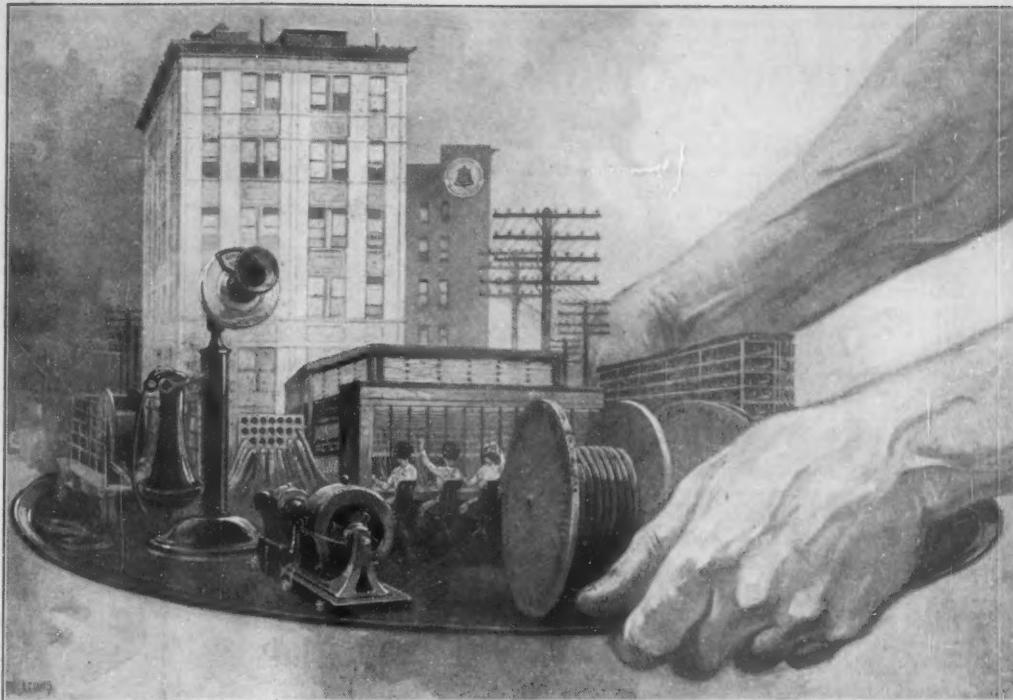
New club publications received include *The Knoxville Rotarian*, Knoxville, Tennessee; *The Waterville Rotarian*, Waterville, Maine; and the *Rotary Booster*, Mason City, Iowa. It is quite likely that many clubs have forgotten, or have never had their attention called to the fact that the 1915 Convention at San Francisco adopted a resolution recommending that local clubs do not use the name "Rotarian" for their club publications.

—R—

A new publication is one from Aberdeen, Scotland. The first issue contains four pages; it is called the *Bon-Accord Rotarian* altho that is just its title until a better one is suggested.

—R—

The new *Sayre* (Pennsylvania) Rotary Club was formally installed the last week in October.



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U. S. Senator Hiram W. Johnson of California, was the guest of Rotarians and other business men of San Francisco, and spoke on the League of Nations.

Wausau (Wisconsin) Rotarians had a picnic for about seventy newsboys of the city.

A good deal of the first issue of *The Rotator* of the Rotary Club of Joplin, Missouri, is devoted to publicity for making the Ozarks famous as a great playground.

The Rotary Club of New Rochelle, New York, received its charter at a meeting attended by many Rotarians from Mount Vernon, New York City and Newark.

Rotarians of Rochester, New York, devote at least one meeting out of six to free discussion of various matters concerning the club. These meetings are for members only.

A contemplated new charter for the city is being carefully studied by the Rotary Club of Flint, Michigan. Rotarians also sought to rouse interest in the charter by making a wide distribution of the free copies.

At the installation meeting of the Opelika, Alabama, Rotary Club about a hundred Rotarians from Selma, Montgomery, Tuscaloosa, Birmingham, and Columbus were present. Governor McGill installed the officers and Rotarian Tom Edwards of Montgomery presented the charter.

Santa Barbara, California, Rotary had ten teams of five men each, working in the campaign to secure \$4,000 for the Boy Scouts.

When Mayor Smith of Omaha was taken to a hospital after the race riot, the Rotary club of Council Bluffs, Iowa, was prompt to send him wishes for a swift recovery and congratulations on his manly stand against the rioters. The mayor had spoken to Council Bluffs Rotarians at their monthly dinner the Friday before.

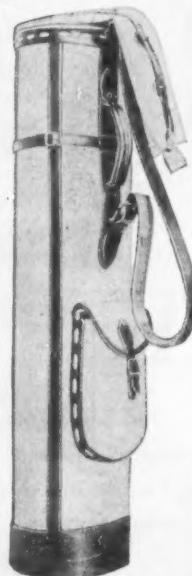
The Independence (Kansas) club has equipped and trained a 35-piece Rotary Boy Scout Band, Rotarian Paul O. Goepfert being the director and originator, the club donating the necessary funds to buy the equipment. The boys have adopted the slogan "We're the Hub of the Rotary Club."

Newark (New Jersey) Rotarians entertained fourteen Rotary clubs at a dinner meeting. About 350 were present to enjoy the fine program. Past District Governor George Dugan was the principal speaker.

The Troy (New York) Rotary Club recently gave a smoker for the state school superintendents in convention in that city. Arvie Eldred, superintendent of the Troy public schools, is vice president of the Rotary club.

The Rotary Club of Camden (New Jersey), re-

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cently held its first ladies' night meeting. They decided they could better help along the 1920 Convention at Atlantic City if they had the help of their ladies.

Franklin (Indiana) Rotarians have staged three great meetings recently. First was a joint Ladies' Night with Seymour. Second was a Farmers' Night, with John N. Dyer as the speaker guest. Third was a meeting devoted to cooperation between town and country, with Thomas Brooks Fletcher as the speaker.

McAlester (Oklahoma) Rotarians, assisted by the Lions club and some others gave a benefit performance of their annual minstrel show for the Boy Scouts.

The members of the Rotary club of Miami, Oklahoma, responded to the third Red Cross Roll Call, 100 per cent strong.

A supper meeting at the girls' orphanage was enjoyed by Rotarians of Lynchburg, Virginia. Boxes of candy were given to the girls and after supper Rotarians forgot their dignity in playing games with the girls.

Berkeley (California) Rotarians held a luncheon meeting at the school for deaf and blind children. Demonstrations were given of methods of teaching the children, and a program of music and dances was given by the students.

Youngstown (Ohio) Rotary is stimulating attendance by having each member furnish with a list of club members without addresses or telephone numbers. Each week a member calls the two names following his own, taking the next two the following week, and so on. The plan is working splendidly.

Members of the Rotary club of Augusta, Georgia, have arranged with the Juvenile Court to have boys paroled to them and they will report to the court after assuming responsibility for the boys.

Rotarians of Hastings, Nebraska, turned out en masse to back Hastings College at its first football game of the season.

Hartford, Connecticut, took a prominent part in a campaign to raise \$500,000 for carrying on the work of the Hartford Hospital.

NEW EXPRESS PACKING RULES

New express packing rules, similar to those required for freight movement on the railroads in the U. S. A., will go into effect December 10, and express shippers are requested to prepare themselves for the new standards. The new packing requirements were formulated to provide additional safeguards for merchandise sent by express. The rules will not permit the use of paper wrapping for packages over 25 pounds, nor ordinary paper boxes, wrapt or unwrapt, when the weight of the package is over that limit. For shipments over 25 pounds, wooden containers or containers of fibreboard, pulpboard or corrugated strawboard material are required. Shippers are requested to study Supplement No. 5 to Express Classification No. 26, in which these rules are embodied, and copies of which may be secured at any express office.

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The Secretary's Sinecure

(Continued from page 296)

tors instruct you as to what to do, after you have told them what to tell you to do.

If you are a secretary merely performing the duties as designated in your Constitution and By-Laws, you are not functioning and you had better resign.

If you are depending upon your board of directors to plan and lay out your work, you haven't any business being a secretary.

If your board of directors feel that you should not comprise one of their number it would be best to see that another secretary is procured or a new board of directors elected.

The secretary is the never ceasing lubricator of the wheels of universal progress, or Rotary. He is just as essential on your board as the oiling system on your automobile or the lubricating system on any machine.

He has, and if he hasn't he isn't a secretary, his hand upon the pulse of your club. He is in a better position to suggest policy and to suggest means of accomplishing distinctive plans in Rotary than any other man.

Works While Others Sleep

If your club has had a successful year, your president is lauded to the extreme, but if it happens to be just an ordinary sort of a year, and perchance, by some unfortunate occurrence has slept a little, your secretary was asleep on the job——Not on your life.

A secretary who is properly performing his duties is working while the rest of the fellows are asleep.

I'm not trying to create the impression that a secretary is the whole club, but I do want to create the impression that if a secretary is functioning as a secretary should, the general welfare of your club will be mighty well taken care of.

Do you, Mr. Secretary, know the name and classification of every member of your club?

Do you know the classifications that are open?

Do you reply to all communications promptly?

Do you report promptly to your district governor or to the international offices on matters as directed?

Do you confer regularly with your president discussing and planning for the betterment of your club?

If you don't——you had better get busy.

Courage is largely constitutional. How much of it do you have? Can you keep out or do you let a matter which might be a detriment to your club slip in because one of your "influential" members has desired it? If you do, resign.

I do not mean that you should draw a fine line on every discussion that arises; neither do I mean that you should make yourself conspicuous in displaying your knowledge of Rotary or your Constitution and By-Laws.

But I do mean that you should have courage to stand for any principle for which Rotary stands, when some one or two forget the practices and principles of Rotary.

Co-operate With Governor

A secretary should function in all important committee work, not to make his presence felt in his official capacity, but as a fellow ready to

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demonstrate that he is a real Rotarian manifesting a desire to be of service.

A secretary should not be selfish with his suggestions, but send them to the district governor. Rotary in its wonderful development and progress needs these suggestions. By doing this you are making it your Rotary and my Rotary.

A secretary should keep in personal contact with every member of his club. It can be done systematically. Select five or ten members of your club, the number depends upon the size of your club, and talk to them three or four minutes on Rotary, any old place, any old time, during a period of one week.

This will enable you to obtain an expression of sentiment from each fellow in your club which will enable you to classify them so that when opportunities arise for the accomplishment of some special work you have foundation for your recommendation.

—William J. Frankston, *Rotary Club of Wheeling, W. Va., at conference of Club Executives of the Sixth District, held at Pittsburgh, Pa., in October, 1919.*

—

The Amenities of Rotary

MOST organizations are for the purpose of boosting the members thereof, but Rotary is an organization of men who are already at the top, who have banded themselves together as a group of successes to bring together their ability and strength for the good of the community. A good Rotarian must first become impregnated with the thought of unselfish service.

Rotary is the most serious organization outside the Church. It is the most successful secular organization known today. Its success without question is due to the very nature of it.

Everywhere Rotary is giving itself to helping the unfortunate, promoting civic health and righteousness, fanning the fire of patriotism, and encouraging love for our fellow man. No member has ever had to apologize for any ideal or act of a Rotary club.

Rotary is also the lightest hearted club known. Its stunts wake up the communities where they exist, bring laughter to strained faces and happiness to the sad hearts. In fun, therefore, Rotary has a great mission. A Rotary meeting should be a place to which a man brings his power that it may be added to the power of others, that the combined power may be used for civic good. But, it is also a place where a man may go and throw away the burdens of the hour and eat, drink and be merry. The club owes a duty to all its members to make every dinner a happy one.

The honest desire of your board of directors is that every member of this club see the serious purposes of Rotary and also enjoy every meeting. We want the main work of this organization to be dictated by a great, big, ideal program of helpfulness, but, we also want lots of "pep" and enthusiasm and good will in all our meetings.

Rotary is decidedly a fellowship club, but it is a fellowship club for the good of the other fellow. In Rotary is no place for a man to put his own immediate pleasures or will above the good of the whole club. And no man can live in sympathy with Rotary ideals and persist in any way which will give offense to his fellows, to society or to the state.

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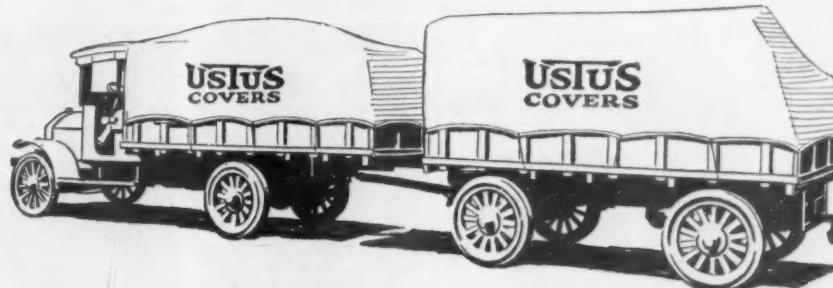
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Egry Register Systems

are so genuinely good
so truly serviceable that
they commend them-
selves to those that
Profit most who serve best

Egry Systems

for
Retail Sales
Billing and Charge
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M. C. Stern, President (Rotarian),
DAYTON, OHIO

We make supplies for all makes of Autographic
Registers, also Stationery for Typewriters
in rolls, sheets or fanfold.



The Ideal Christmas Gift for Men

The Electric Safety Razor makes shaving a pleasure. Blade vibrating 7,200 times a minute cuts the beard smoothly and without slightest pull or irritation—feels like a gentle massage. Can be used with or without electric current.

All Users of the **Lek-Tro-Shav** speak well of it.

A barber says—"Have shaved for years and have never used any shaving device near its equal."

A home user says—"The most pleasing shave I've ever had in my life. Shaves my face closer than I used to shave, but there is no after irritation or ill effects as I usually get from another razor."

No. 1 Made for use from Light Socket.

No. 2 Made for use from Dry Battery.

Write for illustrated circular describing Lek-Tro-Shav Safety Razor fully.

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Dept. 136. Omaha, Nebr.

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Cedar Rapids, Iowa

Fine Book and Catalogue
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We want every member of this club to consider this as an appeal and not a lecture. We want you to join together in doing nothing that will dishonor Rotary, and everything that will honor her. This spirit alone has dominated us in this statement.

—Letter from Board of Directors to all members of a Rotary club, and printed at the request of the district governor, as of possible help to all clubs.

Abner and Brother Jim

HERE was once a thrifty individual named Abner who used to give a dollar every year to the Missionary Society. He was not particularly interested in spreading the Gospel among the Heathen, but he belonged to Church and he thought it was the right thing to do. He considered himself Duty Bound. And he got as much, or more satisfaction out of his dollar gift, as his brother Jim got from the hundred that he gave. There was just that much difference between these two brothers.

Years ago, when the Rail-Roads used to run excursions to Atlantic City, Jim would take ten days off every summer and have a good time. Abner, on the other hand, stuck right on the job worse than ever. He would go there and open the store half an hour before the boy got down to sweep out. After supper he would come down to check up the cash and see that all the windows were locked. Jim paid the insurance and let it go at that.

One day Jim found a girl and married her. He bought a nice little house and settled down right. But Abner—why, Abner was afraid to look at a woman for fear she would sue him for breach of promise. And, besides, he couldn't see where the additional expense was warranted. Perhaps it was only a matter of taste, but it is a good example of the difference in their tastes.

Well, the town grew as towns will in spite of fellows like Abner and because of fellows like Jim, so, when the live ones got together one evening and organized a Rotary club, Jim was made president. There was no opposition, for Jim had always been a Rotarian, tho he never knew it. But he found in Rotary a new stimulant to big thinking. And in his brother Abner he found some very raw material to work on.

Abner used to say that the only way to get a dollar was to work for it, and the only way to keep it was not to spend it. He always had a secret admiration for the fellow that buried his talent. And many a day the two had argued it pros and cons, mostly cons, and always would Abner fall back on Ben Franklin, and, by quoting him profusely, drive Jim into what the poet said was golden. Till at last one bright spring morning Jim called Abner away from the cash book, and took him to the back of the store where they kept the surplus stock.

"Abner," he said, "I've bought a new Car. We're going to take a little Trip, and you're going with us. We'll be away for a Month. The boys will look after the Business, and you and I are going to be better business men and better Brothers when we get back."

At first Abner was right There with all kinds of Objections, but Jim wouldn't let him get a Word in. He was so deadly in Earnest that Abner just had to Listen. And Jim sure did show him up right. It was regular Third Degree stuff, and Abner couldn't stand up against it. And so it was settled.

That was Some trip—for Abner. They went Every place and they saw Everything. No sooner had they struck a new Town than Jim would look up the Rotary Bunch, and when things were going pretty Fast he'd Shove Abner right in.

The first week Abner's head was in a Whirl all the time. It made him dizzy. But, after a while he began to get the right Perspective. He began to get It. He never knew before that Men were so interesting. He had learned the Golden Rule when he was a Kid, but he never really believed it was a thing worth trying. Certainly he had never had a strong Inclination to try it himself. But wherever he saw Rotary he saw the Golden Rule working.

When they got Home he was a Changed man in many ways, but he couldn't help being a little surprised to find that the Store had not been Robbed nor Burned down. Everybody was on the Job and Business was going Strong. In fact, Sales had increase, and People seemed to be Glad to see him again. That evening while they sat smoking together on Jim's front porch, Abner suddenly stopt Rocking and leaned over to Jim.

"Say," he said in a kind of backward way, which wasn't at all like himself, "say, Jim, do know that Rotary Stuff cured me. I've been a dub and tightwad all my life, I have, but no more. I'm cured. D'y'e hear?"

Moral: If you don't believe in miracles just watch Rotary work.

—Murry McClaskey, *Rotary Club of Wheeling, West Virginia.*

How About Books?

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I am no high brow. I don't even sell books or lend them, except for the baby to sit on, but to me good reading is like good oil in the crank case; it relieves friction and gives increase power and speed.

The reading of good books does for the mind what good food does for the body and should therefore be indulged in as regularly and as heartily. Don't magazines and daily papers fill the bill? Well, hash is and should be made of sustaining food, but who wants hash three times a day? There is strength and pleasure in a good, well balanced meal, and just so books can be chosen that make for growth and keen enjoyment.

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450 Rooms 450 Baths

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1000 Rooms 1000 Baths

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WANTED—Two first-class high grade traveling salesmen, to sell electrical supplies and machinery. We have best of factory connections, stocking high grade merchandise only, and to those capable and looking for a permanent connection, we are prepared to offer satisfactory remuneration, depending entirely on ability. Give references, state salary wanted and past experience.

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Barden Electric & Mchly. Co., Houston, Texas



Janssen Wants to See You!

"The Famous Hofbrau"

Broadway and Thirtieth Street
NEW YORK

Quaintest Place in America

A Wonderful Restaurant

August Janssen, Rotarian
Branch - New Haven, Conn.

*Rotarian George C. Brown,
Managing Director of the*
**Hotel
Martha Washington
(Woman's Hotel)**
29 East 29th St., (near Fifth Ave.)
NEW YORK

Extends a cordial invitation to the wives, daughters and women friends of fellow Rotarians to stop at his hotel when visiting the metropolis unaccompanied.

There are 500 spotless rooms. Rates \$1.50 per day and up. For parties of five or more a large room at \$1.00 per day per person. A special feature is our excellent Table d'hôte luncheon at 40 cents; dinner at 50 cents.

Comfort, Convenience and Protection, all important to the woman traveler in the metropolis, are found at the Martha Washington in their highest degree.

Illustrated booklet, "Who's Who," giving the names and vocations of 227 New York women, sent free.

Don't Close

your eyes to the business possibilities in Porto Rico and the Virgin Islands.
If you wish to take advantage of these markets, send samples and descriptive matter direct.

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Hotel Marion
Rates \$1.50 and up. Absolutely Fireproof
Rotary Club Headquarters. Luncheon Thursdays, 12:30.
Visiting Rotarians Welcome.
O. W. EVERETT, Manager

THE KERCHER BATHS
Rotarians, when you come to Chicago
don't fail to visit
THE KERCHER BATHS
S. E. COR. CONGRESS AND WABASH
George Kercher (Member Rotary Club) Sec'y
Best Baths in Chicago Established 40 Years

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Fine Chairs

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The monthly magazine that tells how to transact business by mail—Advertising, Selling, Buying, Collecting, Letters, Office Systems. A necessity in every business office. 6 mos., \$1.00; 1 year, \$2.00.
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ROTARY HEADQUARTERS
and the leading Hotel in Syracuse
PROCTOR C. WELCH, Manager

Salt Lake City, Utah
Hotel Utah
GEO. O. RELF, Gen. Mgr., Rotarian
Rotary Club Luncheons held here Tuesdays, 12:15.
Visiting Rotarians Welcome

have your nose to the grindstone. About your own hobby? You are doing that, of course, but why not broaden the field and not ride the pet horse to death?

Ever read along those lines you think you are not interested in? It may be like the fellow we didn't ever know was such a good fellow. Get intimately acquainted with the master thinkers of the past—the scientists, philosophers, poets, historians.

We may have read classical literature when in school and college but, honestly now, did we "get it?" Try a little review of Shakespeare, Plato, Gibbon, Kant, Huxley, Longinus, or, better still, take up a thoro study of some particular subject and read up on it as you perhaps failed to do in school as it was laid out in reference work. It will lead to years of study and research. You are mature enough now to assimilate high brow stuff and it will broaden instead of narrow your consciousness.

Modern books? By all means but with closer discrimination, for of new books there is no end. But when one reads the best to sense the best becomes much less a task. To be up to date is necessary for a Rotarian and if you are a father, you had best get under cover before your boy or girl gets thru the high school curriculum, for modern education deals with the present as well as the past.

Books by the way are one of the heritages of old age and unless a love for them is cultivated all thru life where is one to get the appreciation all of a sudden? It must be steadily acquired the same as the gout or golf.

Maeterlinck, Bergson, Henry James, Theodore Roosevelt, Sir Oliver Lodge's recent war book, "Raymond," Edgar Lee Masters and others deal with modern conditions in modern style and they preface lines of thought and endeavor that will be required in the reconstruction after the war.

There are writers dead who are just coming to a fuller appreciation, writers like Emerson, Ruskin, Stevenson and dear Walt Whitman. Whitman has been misunderstood but his influence has been one of the greatest towards the establishment and attainment of our Rotarian idea, the dear love of comrades.

Why not send the wife to the library if you are too lazy to go? There was a time when I deceived myself into thinking I had no time to read good books. Let us treat books as we do our other friends and put them in life's daily round and see if greater efficiency as well as happiness will not be the result.—F. G. Coover, Rotary Club of Lincoln, Neb.

Seven Wonders of the World

The man who will work without being watched.
A sales manager who doesn't think he pays the old man's salary.

A salesman who thinks perhaps the quality of the material may have something to do with his making those large contracts.

A stenographer who knows punctuation and will look in the dictionary when she is uncertain about the spelling of a word.

A purchasing agent who doesn't think he does you a favor when he asks you to quote.

A new superintendent who will wait a week before installing a much better system than his predecessor's.

A boss who acts as if he wasn't.

Bill O'Laden, Traffic Expert

Wishes Ye All a Merry Christmas

MERRY CHRISTMAS to ye, Rotarians, an' may each iv ye have th' kind iv a Christmas ye deserve. "What kind is that, Bill?" ye ask. Sure 'tis Oi will leave that f'r ye to decide, but if ye have lived up to Rotarian idees, 'tis th' merry won ye deserves.

Now 'tis Oi as be no Rotarian—more th' bad luck—but there's some few in our organization, f'r A. J. Hamilton to Seattle, Geo. H. Specht to Boston, J. W. Stretch to San Francisco, P. R. Howard to Cincinnati, and also me Boss, Charlie Milbauer, do be—more th' good luck to me—f'r if iver a man believed in Service, 'tis him, an' if ye don't take me wur-nd f'r it, ask th' shippers. But, what with him a shippin' me over th' country in quick time like as he does freight, "No Christmas to home f'r ye, Bill," Oi thinks; but sure Oi gets a tellygram as reads—"Return to New York," which means home an' slippers an' not roam an' sleepers f'r me on Christmas.

An' that's how Oi gets home f'r Christmas—Christmas at th' Widow Riley's. Do ye know what that means? Oi'll tell ye—a big bird on th' table, an' all us birds with our legs under it, an' th' bird under our vests. An' could ye fellows as believes in Service have seen Pat Murphy servin' th' bird with th' big helpin' iv white meat on his plate, ye would change yer slogan to—"He Profits Most Who Serves."

"Mrs. Riley," Oi says, "what kind iv stuffin' is it I see?" "Pat Murphy stuffin'," she says. "Twas th' gay night, though all the Spirits we has was th' Rotarian Spirit iv Fellowship, an' no other, thanks to th' lid bein' on. An' th' presents on th' big tree—a card to each from th' Widow readin'—Merry Christmas, an' yer board is raised two plunks th' week. "Thanks, Mrs. Riley," Oi says. "Don't



mention it, Bill," she says. "Oi'll not," Oi says, "'twould hurt yer business."

Well wanse more, Merry Christmas, Rotarians, an' may th' New Year bring ye as good luck an' as little trouble as Shippers has who forwards their Household Goods, Automobiles, Machinery, etc., by th' grand money saving service iv th' Trans-Continental Freight Company.

Next month Bill tells a tale of peregrination which will prove fructiferous to freight shippers.

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General Office—203 Dearborn St., Chicago

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Ellicott Square, Buffalo
Drexel Bldg., Philadelphia
Hippodrome Bldg., Cleveland

Union Trust Bldg., Cincinnati
Monadnock Bldg., San Francisco
Van Nuys Bldg., Los Angeles
Alaska Bldg., Seattle

Write the Nearest Office

C. Milbauer, Member, New York

A. J. Hamilton, Member, Seattle J. W. Stretch, Member, San Francisco
Geo. H. Specht, Member, Boston P. R. Howard, Member, Cincinnati



Facsimile of Christmas Announcement which will be sent without cost. Originals are printed in colors, size 7x10 in.

One Rotarian writes:

"Right at this moment I can think of four or five people to whom I would like to send a year's subscription to 'The Rotarian' as a Christmas present. They are people whom I love and who love me and who are interested in everything that interests me; they are people who know how great an influence in my life Rotary has become, and who would derive great benefit and pleasure from reading this magazine."

A Rotary Christmas-Gift Suggestion

MANY Rotarians are asking the Headquarters office of International Rotary to send "The Rotarian" to their relatives and friends as a Christmas Gift or remembrance. If you have not already taken advantage of this service, why not let us help you?

Wouldn't a year's subscription to "The Rotarian" be an appropriate gift for a friend or a relative who is interested in the things in which you are interested?—a gift that will bring joy and pleasure and prove an inspiration!

An Attractive Christmas Announcement Will Be Sent Without Cost

In addition to sending them the magazine for twelve months, beginning with the issue of January first, we will also send an attractive announcement printed in colors and mailed first-class so that it will reach them on Christmas Day. Your name will be printed on the announcement as the donor.

Make a list of the names and addresses of those to whom you want us to send "The Rotarian" and mail the list to us TODAY so that we can have the announcements prepared and all ready to mail out at the proper time so they will be received on Christmas morning.

Invoice will then be mailed you for the actual amount of the subscriptions unless you prefer to send check with order. **There will be no charge for the sending of the announcements.**

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